

CHEMIST & DRUGGIST

The newsworthy for pharmacy

a Benn publication

August 1 1981

Tenterden:
High Court
favours FPC
and doctors

Sangers offer
OTC package
—as investor
takes a stake

Graham Walker
takes stock
of cosmetics

in the
right glass!



BEATSON CLARK



A complete range of glass containers for pharmaceutical packaging. For liquids, ointments, powders or tablets — in amber or white flint. Pack or dispense in the right glass. Contact your wholesaler or write to:
Beatson, Clark & Co. Ltd. 23 Moorgate Road, Rotherham,
South Yorkshire S60 2AA. Telephone: Rotherham (0709) 79141.
Telex: 54329

L'ORÉAL, WORLD LEADER IN HAIR CARE OFFERS...



THE CHEMIST SERVICE SCHEME

1. The Sales Assistants Programme.
2. Informative and Advisory Point-of-Sale Material.
3. High Cash Margins.
4. A Reassuring Chemist Based Distribution Policy.
5. Powerful and Persuasive Advertising Programme.
6. A Strong Promotional Programme.
7. Regular Service - Regular Callage.
8. A Unique Unrepeatable Offer.

Ask your L'Oréal Sales Representative for details of this unique scheme.

L'ORÉAL
Because you're worth it.

CHEMIST & DRUGGIST

Incorporating Retail Chemist

August 1 1981

Volume 216 No 5279
122nd year of publication
ISSN 0009-3033

Editor:
Ronald Salmon MPS
Contributing Editor:
Adrienne de Mont
BPharm, MPS
Business Editor:
Gerry Duggin BSc
Beauty Editor:
Liz Platts BA
Editorial assistant:
Judy Bargh BPharm, MPS
Advertisement Manager:
Peter Nicholls JP
Assistant Advertisement
Manager:
Doug Mytton
Director:
James Lear

Published Saturdays
by Benn Publications Ltd
Sovereign Way, Tonbridge,
Kent TN9 1RW
Telephone: 0732-364422
Editorial and advertisement offices:
Sovereign Way, Tonbridge,
Kent TN9 1RW
Telephone: 0732-364422 Telex 95132
Subscription department:
125 High Street, Colliers Wood,
London SW19 2JN
Telephone: 01-542 8575
Subscription:
Home £37 per annum
Overseas & Eire £46 per annum
including postage
75p per copy (postage extra)

ABC Member of the Audit
Bureau of Circulations

Regional advertisement offices:
Midlands: 240-244 Stratford Road,
Shirley, Solihull, W. Midlands B90 3AE
021-744 4427
East Anglia: 71 Welsford Road,
Eaton Rise, Norwich. 0603 54284.
Scottish: 74 Drymen Road, Bearsden,
Glasgow 041-942 2315
North East and North West:
491 Chester Road, Old Trafford,
Manchester M16 9HF 061-872 5151
West Country & South Wales:
10 Badminton Road, Downend, Bristol
BS16 6BQ 0272 564827

Benn

CONTENTS

High Court victory for Tenterden GPs

Majority of costs awarded against
Paydens 168

Sangers offer OTC package . . .

169

. . . and an investor takes a stake

196

Doctors recognise pharmacists' role

62 per cent agree with greater role in
treating trivial illness 170

Cosmetics

Graham Walker looks to the future 187

Comment 167

People; news in brief 171

Topical reflections by Xrayser 171

Prescription specialities 174

Counterpoints 174

Letters 188

PSNI Council report 191

A "Royal refit" 192

News extra 194

Equipment 195

Business news 196

Appointments 198

Market news; coming events 199

Classified advertisements 200

COMMENT

Rural bombshell

The result of the High Court action between Tenterden chemists and dispensing doctors (p168) was only just to hand as *C&D* closed for press this week — the Royal wedding Bank Holiday having interrupted our usual printing schedule. It will come as a great disappointment to the pharmacists involved, but should also cause concern to the whole profession.

The law is the law, but at such a time it is worth reminding ourselves just why the pharmaceutical service is worth fighting for, not only as a matter of self-interest but in the interest first and foremost of the public — and even of the medical profession itself. Evidence of the latter claim is, by coincidence, available from two sources this week.

The first is the *British Medical Journal*, published by the British Medical Association. In a leading article commenting on the Pharmaceutical Society's working party report, "Response to symptoms in general practice pharmacy", the journal states: "The prescribing guidelines suggested in the report are both sensible and reassuring . . . Other welcome features were the importance placed on the need for pharmacists to learn interviewing skills and to understand the importance of knowledge of local industries, illnesses, and idioms as well as to recognise that what patients complain of may be a remarkably misleading guide to their real problems.

"Courses for pharmacy students must, as the report implies, reflect their need to learn something of the general practitioner's skills in consulting with patients. Ideally, this learning ought to be based on tuition similar to what medical students (and in some areas nurses and social work students) increasingly receive in teaching general practices."

The general tenor of the leading article is welcoming of the pharmacist's extended role, and it is also recognised that doctors themselves may have given the impression

that they only expect to see patients when all else fails, forgetting that "even the best booklets on self-care have to be supplemented by some professional opinion".

The feelings of the leader-writer are backed by the findings of new research by Taylor Nelson Medical. They conducted personal interviews with a sample of over 500 doctors and 1,500 members of the public from which it was discovered that the vast majority of doctors are only too willing for the chemist to play a more important role in advising the patient about trivial illness. In response to survey questions, they objected to the patient seeing anyone but a doctor only in respect of symptoms which a pharmacist would refer as a matter of course — such as depression of a couple of weeks standing.

The only disturbing finding, from the pharmacist's point of view, was that many doctors are quite happy for patients to carry out their own diagnosis of "trivial" symptoms and to self-medicate with an OTC remedy, without professional intervention (see also p170).

In the context of doctor dispensing, however, Taylor Nelson's find that 58 per cent of doctors agree there must be action to reduce the number of patients consulting the general practitioner. Surely these "unnecessary" consultations occur in the country as well as in the towns — and who better to relieve the doctor of the burden that a respected rural pharmacist? But the pharmacy cannot survive on the OTC remedies alone: the dispensing is an integral part not only of the financing of the operation but also of the pharmaceutical service itself.

This week's Tenterden decision gives cause for concern that the law as it stands may not recognise the needs of society today. If that is so, then it is long past time for a change. ■

Contents © Benn Publications Ltd 1981. All rights reserved.
No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise without the prior permission of Benn Publications

Tenterden doctors win victory in the High Court

The Tenterden pharmacists have failed to obtain High Court orders banning local doctors from dispensing drugs and medical appliances to certain rural NHS patients.

But Mr Dennis Pay, managing director of Paydens Ltd — the company which had brought the court action against the Kent Family Practitioner Committee — said later that there may be further court actions.

Paydens accuse the doctors, who operate a five-man group practice at Ivy Court, Tenterden, of threatening the livelihoods of the three local pharmacies by extending their dispensing among rural patients.

Transfer of patients

On Monday, Mr Justice Ralph Gibson gave judgment after an eight-day hearing in which Paydens had sought the quashing of a decision of the Kent FPC, or its dispensing subcommittee, to transfer "rural" patients at Ivy Court from the prescribing list to the dispensing "D" list. The transfer meant that the doctors gained profit from supplying their own patients with medicines which pharmacists would otherwise have supplied via prescriptions.

Mr Henry Brooke, QC, for the doctors, claimed chemists were "waging a private war" to penalise the doctors, who

wanted to provide a good service for the rural patients who could not easily reach pharmacies.

Paydens claimed Kent FPC and its subcommittee acted illegally when they agreed in July last year to allow the "D" transfers to take place. The pharmacists asked the judge to quash those decisions. Rejecting the application, the judge said the committee members had acted entirely within their powers and within the regulations, but there had been "some administrative muddle" on their part.

No damages

He found in favour of the pharmacists' complaint that the doctors were wrongly dispensing to patients before they were properly transferred to the "D" list — even though the doctors had acted in good faith. He ruled that this breach did not entitle the pharmacists to claim damages for wrongful backdating under the regulations, which were not aimed at protecting commercial or professional interests but at securing pharmaceutical services for NHS patients. In view of his findings on wrongful backdating, the judge ordered that the legal costs to be paid by the pharmacists to the FPC should be reduced by one-tenth.

Mr Pay's initial reaction to the judgment was that it did not provide the hoped-for clarification of many points of law concerning doctor dispensing. However, it has been made clear that patients' applications to be added to a

doctor's dispensing list should be processed by the FPC *before* dispensing starts.

Mr Pay expressed concern over the "astronomic" costs which would result from the hearing just completed and added that if further litigation was to be contemplated his company would need support from the rest of the profession. ■

Children can bite through CRCs

Polystyrene medicine containers can be easily bitten through by small children and should be carefully examined with regard to their child-resistant properties, according to a recent paper.

In last week's *British Medical Journal*, a case is presented of a 20-month-old child who accidentally ingested Prothiaden tablets after biting through a 32ml polystyrene container. The authors, a pharmacist, a doctor in the paediatrics unit and a researcher in mechanical engineering, then tested 20 polystyrene containers (25ml and 32ml) to see if the force required to fracture them exceeded the bite force of a child's jaw. All the containers failed at well below the bite force recorded for children, which is 392N.

The authors note that containers should conform to BS 1679 part 4, which requires that a random sample of five containers should be able to withstand a force of 35N on all sides. They cast doubt whether any of the containers tested would have failed the BS test (the lowest force required to fracture was 51.8N) and say that it does not go far enough to protect young children. In producing child-resistant containers, attention has been directed on the closure at the expense of the container itself, they conclude, and suggest that the use of polystyrene containers be closely scrutinised. ■

The centre of the action: Paydens' pharmacy and Ivy Court surgery



OTC package deal from Sangers

Sangers have announced a new three-element OTC package for the pharmacist entitled: "Improving our service and your sales" and comprising an improved OTC ordering service, a four page tabloid-size product magazine (colour) and a new retail promotional package.

Sangers managing director, Mr John Ramsay, told *C&D* that the price-list-order-form (PLOF), first introduced to wholesaling by the company at the end of the '60s, was to be reintroduced shortly on a branch by branch roll-out basis at dates and times to be announced. "This is an attempt to bring more discipline to ordering with lower prices — it is easier to remember than our current 8 per cent discount off trade for complete outers purchased."

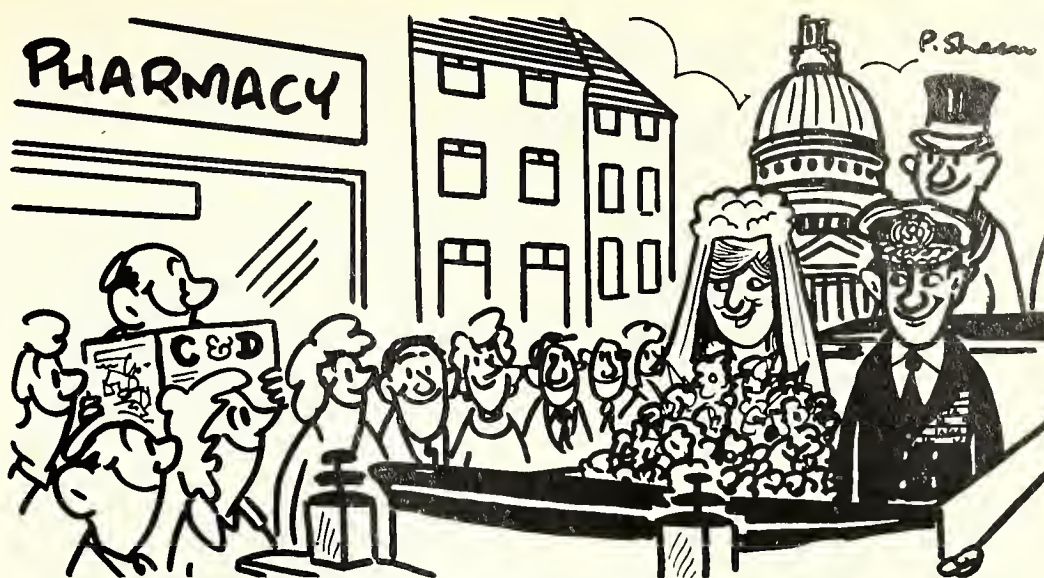
Scheme on trial

It was currently on trial with a customer panel and would include a pre-printed list of 2,000 top "stock-keeping units" (SKU — number of variants per branded product). These are separated into shop departments (eg hair into colourants, conditioners, perms and setting lotions, shampoos and sprays) and define the mark-up allied to the PLOF prices to arrive at a suggested selling price (SSP) for a specified profit on return. Any items on promotion in the month are marked, as are price changes, and the PLOF has space for a five-week stock / order sequence. The pharmacist would order a 30-pack minimum on a specified day each week for delivery in three days on 30 days terms.

The PLOF will replace the "Book of bargains" which promotions manager, John Phillips, saw as its forerunner. The first copies of "money spinners" will go out to customers in August and will feature a maximum of 150 SKUs from faster selling brands (47 brands or ranges in August). It will contain its own PLOF initially but eventually include the 2,000 SKU PLOF with moneyspinner offers marked. Sangers hope that included with the advertisements may be some market facts and news and views from themselves.

Shopper-stoppers

The final element in the promotional package is Sangers shopper-stoppers which will replace super savers when launched. It will also be presented as a full colour leaflet with product photographs and "mailed" twice to each customer. Backed-up with display material, shelf-talkers and window display material for



"I say, one's had a magazine named after one already"

all products there will be incentives for the pharmacist to make window displays and increase his product purchases. Seasonal and special event display kits will also be available.

John Ramsay is adamant that the display material will not show a Sangers symbol: "The public like to identify the independent pharmacy. Taking away his identity as an individual to replace it with that of a 'symbol group' is not in his interests." ■

Contraceptives problem in Eire

At least half of the pharmacies in the Republic of Ireland are refusing to stock contraceptives, according to a survey carried out by the Contraceptive Action Programme.

The survey, recently reported in the *Irish Times*, found that out of 100 pharmacists questioned, only 61 per cent responded, and only 54 per cent of those stocked contraceptives. However CAP feels that because the respondents tended to be in favour of the Programme the result overstated the degree of participation in the Health (Family Planning) Act. If the pharmacists who did not respond were taken as non-stockists, then the number willing and able to supply contraceptives could be as low as one in seven, the report says.

Pharmacists not stocking contraceptives were asked their reasons and the biggest category — 39 per cent — said they refused on grounds of conscience. The survey was carried out in the greater Dublin area and it also covered doctors — only 49 per cent of the respondents said they prescribed contraceptives.

The CAP concludes that the Health (Family Planning) Act 1979 is not working as intended and that access to contraception has not been broadened. For those who did not have access before — mainly younger women and those from lower income groups — the Act has made no difference. The Act came into effect last November and for the first time allowed pharmaceutical chemists to

supply contraceptives on the prescription of a registered medical practitioner. ■

EEC compromise on hormones

The EEC Council of Ministers has reached a compromise on the use of substances with a hormonal or thyrostatic action in animals, reports Richard Carswell, *C&D*'s EEC correspondent.

Last week Ministers agreed in Brussels to prohibit with immediate effect stilbenes and thyrostatic substances, but the Council postponed a decision on using the following substances for fattening farm animals: oestradiol, progesterone, testosterone, trenbolone and zeranol. In reaching this compromise the Council thus rejected the EEC Commission's proposal for a total ban on hormones.

The prohibition covers the placing on the market of stilbenes and thyrostatic substances, their administration to farm animals, the placing on the market or slaughtering of animals to which such substances have been administered, the placing on the market of their meats and the processing of such meat and the placing on the market of meat products prepared from such meat. Substances with an oestrogenic, androgenic or gestagenic action other than stilbenes can be administered to animals only for therapeutic treatment.

European consumer groups say the Council of Ministers has made no progress by simply banning those artificial hormones which are already covered by national rules — it should have gone further and decided on common EEC methods and frequency of controls. And by not taking a decision on three natural hormones and trenbolone and zeranol consumers believe the Council has failed to keep its promises. Consequently, the European Bureau of Consumer Unions (BEUC) recommends its member organisations to demand a freeze on meat imports from countries whose legislation and control measures do not provide adequate health guarantees. ■

Doctors recognise chemists' role in trivial illness

Doctors in general practice recognise that chemists have a greater role to play in advising people with trivial illness, according to a survey by the research organisation, Taylor Nelson Medical.

After one-hour interviews with 501 doctors and 1,535 adult members of the public they conclude that "chemists are not merely shopkeepers . . . yet although the public accept that the chemist is knowledgeable about medicines, they are reluctant to rely on his advice".

Sixty-two per cent of doctors agreed that chemists have a greater role in treating trivial illness — with only 16 per cent disagreeing. Asked about what action they would like to see patients taking in response to certain specified symptoms the doctors replied as in the table below. Thirty per cent of the doctors interviewed agreed with the statement that OTC medicines should be more generally advertised — and 80 per cent that too many patients go to the doctor with trivial conditions.

Asked whether action should be taken to reduce the number of patients consulting the general practitioner, 58 per cent agreed, 19 per cent disagreed and 21 per cent "didn't know".

More self-medication

The report says that with increasing interest in health matters, demands for more information from doctors, and concern about their accessibility, it is probable that more people will consider self-medication as an alternative for less serious conditions.

"At present", says David Holmes, Taylor Nelson Medical's managing director, "the chemist is not in a strong position to take a major role, even though he may well like to do so. The industry is in a potentially powerful position to influence such changes if it decides to place more emphasis on alternatives to the prescription sector of the market. Such alternatives are already there and trends towards them could well be accelerated by properly planned support for the chemist and direct 'educational' promotion to the public."

There are strong signs, the report adds, that the public are open to a more direct approach to them from the

industry, and they are likely to become a much more important consideration in future pharmaceutical marketing. ■

SERC back medical engineering research

Over the next five years, the Science and Engineering Research Council (SERC) is expecting to spend at least £2½ million supporting research into medical engineering — the sort of work that has seen the development of artificial hip joints and knuckles for arthritics.

The aim is to promote through closer collaboration between clinical and technological disciplines, more research on materials, devices and aids that can assist in the diagnosis and treatment of disease or damage in human beings. Because of its social, economic and technological importance, the use of materials in medicine was identified by the Council's engineering board in 1977 as a research area requiring stimulation and co-ordination.

In a similar scheme more than £1.4 million has been awarded in grants for research in dental materials, internal prostheses and in external aids — it was as a result of the success of this programme that the Council has decided to enlarge its remit-and-budget from September 1 to cover the whole of medical engineering.

The Council will be collaborating closely with the National Research Development Corporation to ensure commercial exploitation of inventions resulting from the medical engineering scheme. Emphasis will also be placed on strengthening the close links in the biomaterials area with the Medical Research Council and the Department of Health. ■

New London district health authorities

Dr Gerard Vaughan, Minister for Health, has announced the new district health authorities which are to take over the running of the NHS in London from April next year. The new district authorities will replace the present twenty-

three health districts and eight area health authorities.

Dr Vaughan gave the names of the new authorities last week in reply to a written Parliamentary question from Mr Tim Eggar, MP for Enfield North. He said, "I have carefully considered the recommendations of the four Thames Regional Health Authorities, the advice of the London Advisory Group (LAG) and the many representations made to Ministers and have now decided that, subject to the necessary orders being made in due course, the District Health Authorities listed below will be established to come into being on April 1 1982. In most cases these districts are those recommended by the RHAs and endorsed by the LAG."

Dr Vaughan had previously announced his decision to establish a Special Health Authority (SHA) for the Hammersmith Hospital. He has now decided that there should be a separate Ealing DHA, coterminous with Ealing Borough; a Hammersmith and Fulham DHA, and a Victoria DHA based on the existing Kensington and Chelsea and Westminster South District.

The new SHA will continue to manage all the services at present managed by the existing North Hammersmith District until the new Authorities, the RHA and the Boroughs have had time to consider together what new arrangements would be appropriate.

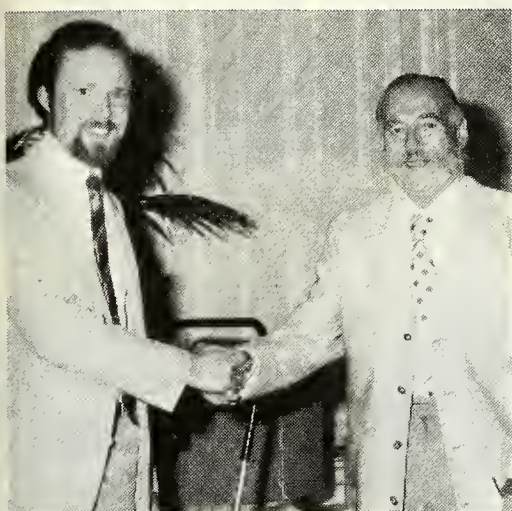
Subject to Parliamentary approval, the new DHAs will be:
North West Thames Region — Hounslow and Spelthorne, Ealing, Hammersmith and Fulham, Paddington, and Victoria;
North East Thames Region — Newham, Tower Hamlets, City and Hackney, Islington, North Camden, and Bloomsbury;
South East Thames Region — West Lambeth, Camberwell, Lewisham and North Southwark, and
South West Thames Region — North West Surrey, Mid-Surrey, Kingston and Esher, Richmond, Twickenham and Roehampton, Merton and Sutton, and Wandsworth. ■



Mrs Mary Briggs, FPS, collected her MBE from the Palace last week, accompanied by her husband, Mr A.H. Briggs, FPS. The award was for "services to botany", Mrs Briggs having served as honorary secretary to the Botanical Society of the British Isles for the past ten years

	Sees doctor	Seeks pharmacist's advice	Makes OTC purchase	Does nothing
Prefer patient				
Depression lasting a couple of weeks	76			
Headache daily for week	76			
Difficulty in sleeping for couple of weeks	60			
Stomach pain, diarrhoea, couple of days	39	24	17	20
Cough lasting a week	26	27	31	16
Sore throat, 2-3 days	21	24	28	27
Feel unwell, perhaps flu coming on	17	10	42	31

By Xrayser



Mr Stanley North (right) is presented with a cheque and gifts by Mr Keith Hemingway on behalf of the staff of Cleckheaton pharmaceutical manufacturers, Approved Prescription Services Ltd, on his retirement from executive duties. He will continue as chairman of the board and take an active interest in the future development of the company

■ **Mr E. Reynolds** "Ernie" Reynolds, Dendron Ltd's sales representative in the West Midlands and the West country for over 20 years, retired on July 31.

■ **Chief Andrew A. Egboh** of Nigeria will be attending the British Pharmaceutical Conference at Brighton in September and can be contacted in London from August 30 to October 3 at London Park Hotel, Elephant and Castle, London SE11 4QU.

■ **Mr Patrick Foster**, commercial director of Farley Health Products Ltd, has been elected to membership of the executive committee of the Proprietary Association of Great Britain. Mr Foster, who was formerly employed by Wyeth Laboratories and Cooper Laboratories, has been involved in both the pharmaceutical and textile industries. He was managing director of Brittania Sportswear before joining Farley in 1978.

News in brief

■ The retail price index for June was 295.8 (1974 = 100). This represents an increase of 0.6 per cent on May (294.1) and of 11.3 per cent on June 1980 (265.7).

■ Last week's report concerning the re-balloting of contractors about the payment of PSNC levy should, of course, have referred to the City and East London LPC, not the North East London committee.

■ The Chester Laboratory of Napcolour Ltd and Forest Photographic of Walthamstow, London, have tied for top place in the June Kodak Award for Quality contest. The same result occurred in last year's competition in September.

Back off!

I'm in an ugly mood tonight, having just come home from a meeting where one of the pharmacist contractors (in sweetly reasonable vein) said he felt this new discounting scale, being based on cash value, rather than the number of scripts, was a much fairer way of doing things. He then went on to say that with his dispensing giving him a monthly buying power of something around £15,000 it was up to us to maximise the profits. But just think — his buying qualifies him for 10 per cent (he actually claimed *more*) after his first couple of thousand qualifiers with two main suppliers!

All I know is that my attempt to reduce my wholesalers to three has led me to wish I hadn't because of their identical out-of-stocks. Thus I find myself using four again, picking up one discount on part of £1,000 — say £60 on a total purchase of £4,000-£5,000. One-and-a-half per cent I make it, with luck sometimes almost two. What the hell are the PSNC dreaming of to accept such a deal without insisting on a week's adjournment to actually work out the real implications for the smaller contractors?

I can't be alone in this. The net effect on me will mean that unless I give up trying to fill the scripts presented at my dispensary "promptly" or within hours of receiving them, I am going to pay dearly for my professional responsibility by being cleaned out of whatever discount I may pick up and half my basic practice allowance into the bargain — with the added chagrin of having to watch my wealthier colleague "laughing all the way to the bank"

I find it totally unacceptable and suggest that we write to the PSNC, or our LPCs and insist they back off this deal because "the contractors won't stand for it". But as I write this I have the sinking feeling that not one of you will actually grab a pen *now* and scrawl a few suitable remarks on a bit of headed paper, nor have the energy and drive to find out the PSNC address to put it on the envelope. As for posting it . . . some chance. But go on . . . surprise me!

Insulin

I have been getting one or two inquiries about the new "human" insulin from some of my well-informed customers, who tell me it is hoped that when finally proven, it will mean the end of our present unwieldy range. Whatever the truth of that, it is an attractive prospect because none of my patients seems stabilised on a

product for long before our local diabetic clinic tries them with something else.

But for several weeks, one of those few who was unchanged on soluble insulin 80 units has been having to use 40 unit because no one seems to have stocks of his product. I think this must be the first time I have ever known so complete or so long a shortage of such an essential product. Bad, I call it.

Open wide

There was fascinating Oral Hygiene section in last week's *C&D* which pleased me with a fairly candid assessment of the market and the state of play to date. There is no doubt in my mind that there is a greater awareness of the need for clean teeth, just as there is no doubt that this awareness has arisen from the prominence given to displays in the supermarkets plus, I think, the long term competitive marketing policies of such firms as Colgate, Gibbs, and Beecham. With their help (and wholesaler deals) I find I can compete head-on with our local supermarket, undercutting their prices.

It's interesting to reflect that at the moment I have Colgates, SR, Signal, and Macleans at less than half the recommended price — which must mean that those prices are plain phoney. Be that as it may, I certainly have no problem in turning the stock. But the trend towards a wider range of accessories such as floss is also interesting since my stock is counted in dozens now against the quarter-dozen of a couple of years ago, while the specialist brushes have surprised me by how quickly they sell.

But when it comes to such exotica as electric gum massagers, electric oral irrigators and electric plaque disclosing units I chicken out because I just can't see my geriatric patients queuing up to buy them, any more than they did for those few electric toothbrushes I was so glad to be quit of.

Unaccountable

Finally a short comment on the letter from Dr Williams, the dispensing doctor columnist of *MIMS*, who seems to think that we are irked not that the doctor's dispensing is unchecked, but that ours is. Indignation has no place in the conduct of our contract for it is perfectly proper for the purchaser of a product or service to check that he gets what he is paying for.

Indignation as a taxpayer is certainly appropriate when it is seen that a contractor is given carte blanche to write an order — and supply it at a charge to the government without any check at all. ■

Winning



Left to right: Frank Anderson, Production Manager; Ralph Nixon, Quality Control Manager; Nick Richardson, Kodak TSR; Geoff Rigby, Laboratory Manager; Maurice Webster, Quality Controller.

Smiles.

Congratulations to Napcolour Laboratories Limited, Ormskirk, who have demonstrated once again their pursuit of excellence by winning the Kodak Award for Quality in May.

Since the award scheme was started in 1978, Napcolour Laboratories have played an increasingly dominant role with Napcolour Ormskirk winning the overall award in 1979 and coming third overall in 1980.

To win an award, a consistently high standard of work has to be maintained through the year and Laboratory Manager, Geoff Rigby, attributes this achievement to the attitude of his staff. A delighted Geoff said when hearing of the Award:

"I view the winning of these awards very much as a team effort. More importantly, so do my staff. They are all aware, particularly with the blind film survey, that almost everyone in production can influence the quality of work leaving the laboratory."

The Kodak Awards for Quality are becoming increasingly well-known and sought after both within the trade and by the consumer, which reinforces the view that during times of recession

the public awareness of good quality and value for money is especially acute.

This high level of competition for the Award makes Napcolour Ormskirk's achievement all the greater and at a special ceremony on Friday, 19 June, Nick Richardson, Kodak Technical Sales Representative, presented them with their certificate and a cheque for £50.

The Runners Up.

2. Scottish Colorfoto Ltd., Alexandria.
3. T. Cooper (Harrow) Ltd.
4. R. H. Williams, Haverfordwest.
5. United Photographic Laboratories Ltd., Newmarket.
5. Napcolour Laboratories Ltd., Chester.
7. J. D. Brown, Dundee.
8. United Photographic Laboratories Ltd., Deal.
9. Napcolour Laboratories Ltd., Morley.
10. Napcolour Laboratories Ltd., Liskeard.

The Kodak Award for Quality.

The competition is open to all independent photofinishers who use KODAK 'Ektacolor' Paper and formulated chemicals. Kodak and its subsidiary companies are excluded.

All photofinishers who regularly and continuously return full sets of quality monitoring strips to the Kodak Finisher Monitoring Service are automatically included in the scheme, which runs from April to October, 1981.

Smile. It's on 'Kodak' paper.



Kodak and Ektacolor
are trade marks

Health food 'starter parcels' for Unichem members

Starting this month, Unichem members will be able to order a package of health food products from the wholesaler.

The "starter parcel" will consist of a small quantity of each of the 46 best selling health foods and vitamins, a merchandising plan, and POS material including shelf barkers which explain the ingredients and qualities of the products. Copies of the magazine *Here's Health* will be available with the starter parcel as a special offer of 15 copies for the price of 10.

Members will be able to make 33 1/3 per cent profit on return on the supplements and 25 per cent on the food. In addition there will be 7 1/2 per cent bonus for the August launch. Parcels ordered during August will be delivered in early September.

The parcels are aimed at helping Unichem members start health food sections in their shops with just the basic range so they can judge the popularity without ordering in vast quantities. Each parcel will have one case of each of the 27 health foods such as cereals, honey, biscuits, fruit bars and preserves and a quantity of each of the 19 supplements such as vitamins and ginseng.

Unichem say about £76 million worth of health products will be sold in Britain this year. However, a survey two years ago showed that only 1 in 14 people had ever been into a health food store. "We see this as a real potential for Unichem members," says Bob Scott, sales manager. "Sales are amazingly healthy yet there are not many health food shops and the lines are not generally available in supermarkets."

Moneymakers and 'bargains'

Window posters showing some of the offers, price cards and shelf barkers will be given to members who order in the Moneymakers promotion from August 3-29. The products on offer are: All Clear shampoo, Fastidia 10's, Johnson's baby lotion, Mum Quick Dry, Panty Pads 10's, Radox salts, Signal, and Sucron.

Members "bargains" will be available from August 12-29. They are: Alka Seltzer, Andrex, Band-Aid, Clearguard lotion, Colgate Dental Cream, Euthymol, Eucryl, Grecian 2000 (Men), Hedex, Interdens, Impulse, Imperial Leather talc,

Kotex Sylphs 10's, Lanacane, Lypsyl, Nivea creme and lotion, Odor Eaters, Palmolive shave cream, Rapid Shave regular, Recital, Super Wernets, Soft & Gentle, Toni perms, Unichem All-in-ones, nail polish remover, glucose and various sweets, and Vespre.

Unichem are also regularly promoting their sundries range. Some of the August offers are: Oral-B toothbrushes, Unichem soothers, Newtons chiropody sponge, Ever Ready corn and callous knife / replacement blades, the new Wisdom Quest toothbrush, Unichem mattress covers, and Kent hair and nail brushes. *Unichem Ltd, Crown House, Morden, Surrey.* ■



Calamousse for after-sun and general skincare is available in a pink, black and gold self-merchandising outer. The unit holds 18 aerosol dispensers and comes supplied with backing card. Kirby-Warrick Pharmaceuticals Ltd, Bury St Edmunds, Suffolk IP28 7AX

PRESCRIPTION SPECIALITIES

Cox allopurinol

Arthur H. Cox are introducing 100mg allopurinol tablets (100, £11.42 trade). *Arthur H. Cox & Co Ltd, Whiddon Valley, Barnstaple, North Devon.* ■

Name change for Leo insulins

Earlier this year Nordisk-UK announced that the names of its four highly purified porcine insulin preparations were to change (*C&D* January 31, p186). The insulins have since been supplied in packs which bear both the old and new names, but patients will soon, for the first time, be receiving packs with the new name only.

The company is anxious that doctors

and pharmacists are aware of the changes so that they can advise or reassure patients. The new names are as follows with old names in parentheses: **Velosulin** (Leo Neutral); **Insulatard** (Leo Retard); **Mixtard 30/70** (Leo Mixtard 30/70); and **Initard 50/50** (Leo Initard 50/50). The preparations themselves remain unchanged and some countries will not be affected until a later date.

Distribution is still by Leo Laboratories Ltd, but all requests for further information or literature should be directed to: *Nordisk-UK, Hurst House, 157 Walton Road, East Molesey, Surrey KT8 0DX.* ■

Cetiprin supplies

Due to production problems, stocks of 200 mg Cetiprin tablets have become depleted. Kabivitrums are therefore requesting doctors to write all prescriptions as 100 mg tablets, adjusting the dosage instructions as necessary. While the supply difficulties exist they will ensure that sufficient extra supplies of the 100 mg tablets are available. *Kabivitrums Ltd, Bilton House, Uxbridge Road, London W5 2TH.* ■

Kolantyl packs

Merrell Pharmaceuticals are replacing the 120-tablet pack of Kolantyl with a blister pack of 50 tablets (£1 trade). Stocks of the 120-pack should first be exhausted and will not be accepted back for credit. The 24 tablet size remains available. *Merrell Pharmaceuticals Ltd, Pimbo Road, Skelmersdale, Lancs WN8 9PE.* ■

Armour sizes

Armour are replacing the 100ml Syrtussar pack with a 150ml size (£1.34 trade). They are discontinuing the 30-capsule Chymocyclar pack as recent trends have indicated that the need for such a size has diminished and that prescriptions are more easily filled from the 100 and 500 packs. *Armour Pharmaceutical Co Ltd, Hampden Park, Eastbourne, East Sussex.* ■

Aludrox SA change

From August 1, Aludrox SA will be reformulated to omit secbutobarbitone. *Wyeth Laboratories, Huntercombe Lane South, Taplow, Maidenhead, Berks.* ■

Capsules of aspirin — from Optrex

Optrex have made what they claim to be the first major innovation in the OTC analgesics market for ten years, with the introduction of Pharmacin, a capsule formulation of aspirin.

The company says it has identified a gap in the market between tablets and solubles, and after considerable consumer research it has created a product that will exploit the market potential. The choice of presentation comes from research findings which established that capsules are perceived as easy to swallow and in an emergency can be taken without water; they are tasteless (aspirin has an unpleasant taste) and capsules are also seen as having a strong, modern image. Research into the colour for the Pharmacin capsule — blue and white — showed that single colour capsules are judged to look too much like sweets; pastel colours are seen as weak, but two colour capsules are seen to represent strength and effectiveness. Blue and white was therefore chosen since dark blue proved to indicate safety, calmness and gentleness.

Optrex say they chose aspirin rather than paracetamol as the analgesic because of less danger in overdosage and the lower therapeutic dose than paracetamol, enabling Pharmacin to be presented in a smaller capsule (325 mg per capsule).

£1½ million TV campaign

Pharmacin is presented in three pack sizes — eight (£0.34), 24 (£0.70) and 50 (£1.10 — pharmacy only).

This market attracted a £4.7m advertising spend in 1980 (10 per cent of sales — one of the highest market ratios) and Pharmacin's launch will be supported by over £1½m of television advertising during October, November and December.

The target market is women aged 20-40 — women are heavier users of analgesics than men, and are frequently the prime purchaser in the household. The brand will be strongly positioned against headaches, as nearly three-quarters of analgesic users give this as their most common reason for taking them. The pack carries the headline, "For people with no time for aches and pains".

According to Optrex the UK analgesics market is worth £45m — the second largest OTC medicine market after cough and cold remedies. Sales are split



65:35 between chemists and grocery.

Over the past four years the market value has increased from £25m, but in unit terms it is fairly static, the sterling growth being due to price rises rather than actual growth.

The fastest growing sector is soluble aspirin products — from 1977 to 1979 the value of the sector doubled from £4m to £8m. In solubles, say Optrex, the brand leader is Disprin with about 76 per cent followed by Aspro Clear with around 17 per cent, with all other soluble products accounting for 7 per cent.

Mini Metro in ICML competition

As part of their August promotion ICML have a competition with a Mini Metro as first prize.

All members have to do is estimate the number of single Magicubes to fill a Mini Metro, after being given relevant information. Every entry will qualify towards a free draw for Christmas hampers, each worth a minimum of £40.

August consumer savings on NPA products are 10p off Nusoft kitchen towels, 19p off Lotus nail polish remover, 6p off Nusoft 150's white and multicolour, 4p off Nuhome antiseptic, 3p off Sunpure low calorie fruit drinks and 2p off Nucross glucose. Bonuses are being offered on all these products, including tablet cartons.

A 25p bonus per pack is being offered on medicated pastilles, and increased member margins for a pre-season stock-in. Bonuses and increased margins are also being offered on zinc oxide plasters, Nusoft press-on towels, on which ICML are offering the consumer two free towels with every pack of 10 in a specially flashed pack, and various Barnes Hind contact lens products — Hydra Matt II, intensive

According to John Woodford, managing director, Pharmacin represents the beginning of a plan to quadruple Optrex business during the next ten years, bringing the company onto a par with the major names in OTC medicines.

However, despite the brand name of the new analgesic — the first of several new products in the pipeline — Optrex will be aiming for "as wide a distribution as possible in the retail grocery trade".
Optrex Ltd, City Wall House, Basing View, Basingstoke, Hants RG21 2JP. ■

cleaner, wetting and soaking solution, cleaning and soaking solution, titan, gel clean, wetting solution, Soquette and comfort drops. *Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts BA12 9JU. ■*

Vidor batteries with bar-coding

All popular sizes of Vidor dry batteries are now available with bar-coding. The 13-element printed code is designed for low-intensity laser scanning or "light-pen" readout systems and the code is also printed in numerical form on all coded Vidor products enabling the information to be key-punched.

Multi-packs of the round-cell batteries, including blister-packed Supercell alkaline, carry the bar-code on printed labels or on the header cards on each pack. Plastic-cased lantern and general-purpose batteries, together with the larger sizes of transistor batteries, are individually coded. Although only the most popular batteries are at present bar-coded, all Vidor products can be supplied with the facility if required. *Crompton Parkinson Ltd, 50 Marefair, Northampton NN1 1NY. ■*

Freshener added to Sangers Agencies alongside babyfood

Sangers Agencies Ltd have taken the number of lines they handle up to eight with the addition of Gallia baby foods and Clorex International's Twice as Fresh two-way air freshener.

The addition of Victoria Baby Foods Ltd's Gallia was first announced three weeks ago, but final details were not initially available. The gluten-free foods are manufactured by BSN Gervais Danone SA of France and are packed in outers of 12, retailing between £0.33 and £0.39 each. Twenty variants will be available, ranging through main courses, vegetables, fruits and desserts.

Twice as Fresh was launched nationally in the UK some 13 months ago

and marketed by Food Brokers Ltd, who retain distribution through grocers. The freshener acts as a slow release when opened up slightly and as an "instant odour banisher" when opened fully and waved like a wand. As it is the leading brand through grocers, Nick Hodges, managing director, SAL, is "absolutely confident" that the product will sell well through pharmacies. A promotional campaign is planned as well as coverage on television.

Supplied in outers of 12, there are four fragrances to choose from, each retailing at £0.93. *Sangers Agencies Ltd, Ramsbury House, High Street, Hungerford, Berkshire RG17 0NF.* ■

Happy memories of schooldays?

Old School Tie is the unusual name given to a small range of men's toiletries from Colson & Kay. It comprises after shave balm (£4.50), a creamy lotion formulated to soothe and re-moisturise the skin, and



silvery-grey tablets of toilet soap, sold individually (£1.50) or in boxes of three (£4.50).

The fragrance is described as a herbal blend and the packs feature a coloured tie design on white front and reverse panels with a "Qualitas optima" motto on the sides. All outer packs have Cellophane shrink-wraps and merchandisers with testers and consumer leaflets are available. *Colson & Kay Ltd, Shentonfield Road, Manchester M22 4RW.* ■

Napcolour and Spam

Napcolour are offering a voucher for a free 5 x 7in enlargement at their expense when customers bring any colour negative film in for processing together with a

special label from a 6½oz tin of Spam. The voucher is returned with the finished prints and can be used for an enlargement of the customer's choice. It is worth £1.15 and there will be over 2m cans of Spam featuring the joint offer sold through the grocery trade from mid August. Napcolour's marketing director, Hal Briscoe, says: "I am sure we have a real winner here — not only to bring new customers to photo service dealers but to attract them from direct mail operators who, until now, have been the only section of the trade to benefit from promotions linked to national food products." *Napcolour Laboratories Ltd, Napcolour House, Chichester Street, Chester.* ■

Micro-inhaler from Vestric

A new micro-inhaler has been introduced to help sufferers from asthma, bronchitis and other respiratory ailments.

The Micro-Inhaler TV 6000, made by Siemens, is an electrically-operated kit, including a breathing mask, which works on ultra-sonic principles, producing a micro-fine mist from prescribed bronchodilator solutions. On breathing in, the mist is distributed as a thin film over the mucous membranes and respiratory organs.

The kit includes the micro-inhaler, a power unit for a 240V socket with a 1.5 metre lead, a filling funnel, a 5ml inhalation bottle, and a supply of suction rods for insertion into the inhalation bottle. It retails at around £60 and a family set is available. UK distributors are *Vestric Ltd, West Lane, Runcorn, Cheshire.* ■

Anais Anais additions

Two new products are being introduced into Cacharel's Anais Anais bath and body care collection. Gel moussant perfume (150 ml, £4.95) is a perfumed body shampoo for use in shower or bath. It is cartoned in the Anais Anais floral



pack. Deodorant perfume (150 ml, £3.95) is a fine deodorant spray carrying the Anais Anais fragrance. It is uncartoned and the floral canister has a rounded pale green cap.

For a limited period Anais Anais bain de mousse perfume and voile de douceur perfume will be available in special 100 ml bottles, retailing at £3.95. A pre-packed counter unit holds six of each product. *Golden Ltd, Berkeley Square House, Berkeley Square, London W1A 1BX.* ■

Durex 'rib-tickling' Press advertising

The Durex Excita ribbed contraceptive sheath is to be continually advertised to the end of October in a national newspaper and magazine campaign, as part of LRC products' £350,000 marketing support for their contraceptive brands in 1981.

The campaign will feature "attention-grabbing" headlines, eg "It's even been known to stop headaches" and "Late night thriller", and is expected to be seen by 60 per cent of the target group — males aged 20 to 35 — an average of seven times.

LRC point to the "impulse purchase" opportunity for the product and say that continuing controversy over the possible side-effects of both the pill and IUD, combined with an aggressive promotional programme, has contributed to a 10 per cent volume increase in sales through chemists in the 12 months to April. Excita has an RSP of £0.98 for a three-pack. *LRC Products Ltd, North Circular Road, Chingford, London E4 8QA.* ■

“Strong Numark promotions every month keep the customers coming in.”

says Andrew Miksza, MPS of Leicester.



“When Numark put together their monthly promotion they really do the job properly. There's always a strong package of best-selling brands at really good prices.

But it's no good having the offers if you can't let people know.

That's why I really appreciate the display materials I get with each month's promotion. They're colourful, full of impact and they really put over the message of price and choice. On top of that I get the benefit of heavy advertising every month in the national press and women's magazines plus back-up advertising in my own local paper.

I find these regular promotions are a big help in keeping the shop looking interesting and lively. And there's no doubt about it. They certainly sell products – and not just those on promotion.”



**The helping hand to
make your business grow.**

For more information on the benefits of being a Numark member, contact your local Numark wholesaler or Charles Morris-Cox at Numark Central Office, 51 Boreham Road, Warminster, Wilts. Tel: 0985-215555.

£4 million campaign for Snugglers

Colgate-Palmolive will be spending £4 million on the launch of Curity Snugglers with elasticated legs and say it will be the most comprehensive programme ever in the disposable nappy market.

£1.5 million will account for a ten week television campaign and advertisements will be placed in specialist baby magazines and mother and baby magazines.

Sampling and couponing via the Bounty bag will ensure at least 50 per cent

of expectant mothers will receive or request a new Snugglers sample and education leaflet while 85 per cent of all new mothers will receive two newborn and a 20p coupon in hospital, Colgate say. Advertisements in the general women's Press will also include coupons to encourage sample trials. Display cards and window stickers will be available for POS and selected stores will have an audio visual demonstration — a Showman sensor unit which is radar activated to address each customer personally, demonstrating the benefits of new Snugglers. *Colgate-Palmolive Ltd, 76 Oxford Street, London W1A 1EN.* ■

'Moneyspinners' from Sangers

Sangers new promotional package announced this week (see News) covers 47 brands and is available from August 1-31 while stocks last. It features an exclusive joint Sangers and Snugglers competition for a Leyland Mini City linked to a minimum 15 case order.

There is also a Sangers / Lilia-White "stock-up for summer" deal offering special prices and gift vouchers on orders for 5 packs (£2), 10 (£3), 15 (£5), 25 (£7) and 50 (£15).

The Moneyspinner products on promotion include Airwick solid, Alberto Balsam shampoo, All Fresh, Angiers junior aspirin, Belle blonde and color, Brut 33, Clairesse, Classic, Denclen, Elnett, Elseve, Eucryl tooth powders, Fancy Free, Fastidia, Germolene foot-spray, Gillette GII cartridges, Grecian 2000, Head & Shoulders, Heinz baby foods, Johnson's baby shampoo and dental flosses, Kleenex, Kotex, KY jelly, Lanacane cream, Libresse, Lilia, Lillets, Mac lozenges, Mum, Norsca, Odor Eaters, Palmolive shave foams and soap, Pampers, Panty pads, Pin Up, Recital, Rennies, Savlon creams and liquid, Scotties, Silvikrin hairsprays, SR tooth-paste, Style, Sure, Varta batteries, Wella conditioners and Dr Whites. *Sangers Pharmaceuticals, Cinema House, 225 Oxford Street, London W1R 1AE.* ■

Pharmacy-only item for upset stomachs

Eaton Laboratories are launching a pharmacy-only stomach remedy under the name Pepto-bismol.

The product is a pink viscous liquid containing bismuth subsalicylate 1.752 per cent in a demulcent base. Methyl salicylate is used as a flavouring agent. It

is recommended for the treatment of upset stomach, indigestion, nausea and common diarrhoea. Adult dosage is 30ml repeated every 30 mins to one hour if necessary and the child's dose (from 3 years onwards) varies according to age. As the formula is sugar-free it can be administered to diabetics.

Eaton say Pepto-bismol is the leading US stomach remedy and that it will be advertised to the public. Retail price is £0.99 for 120ml. Distributors are *Farillon Ltd, Bryant Avenue, Romford, Essex.* ■

Trimma on radio

A radio campaign with Lady Katie Boyle for Scholl Trimma tights breaks on August 3 for one week. The 45-second advertisement will be heard on 20 stations throughout the country. *Scholl (UK) Ltd, 182 St John Street, London EC1.* ■



The new Milk of Magnesia counter unit incorporates "Family health hints" leaflets which contain hints on health, hygiene, exercise, diet and sleep. *Sterling Health, St Mark's Hill, Surbiton, Surrey*

Estee Lauder's Country Market

For Autumn, Estee Lauder has created the Country Market colours. The collection comprises five lipstick shades, currant preserves, cinnamon cider, cherry wine, Venetian russet and tartan red; one lip polisher, sweet chocolate, a lip bronze, and apple cordial lip pencil. Nail lacquer is available in homespun red, brandied cherry, currant preserves and walnut bronze.

Cheek bronze is the new tender blusher shade with rose mocha and pageant red in automatic souffle blusher. Colour wash is available in bronze glow and there is a country fresh face powder — shimmered bronze.

For eyes, pressed shadow comes in two colour ranges — country tweeds, comprising golden wheat, country wood, amethyst glass, willow wood — and herb garden (pink chintz, wild thyme, pottery blue and dove grey). Sungold honey is the creme eyeshadow with latenight green the new eye pencil. Finally, mascara comes in lustrous black. *Estee Lauder Cosmetics Ltd, 71 Grosvenor Street, London W1X 0BH.* ■

ON TV NEXT WEEK

Ln	London	WW	Wales & West	We	Westward
M	Midlands	So	South	B	Border
Lc	Lancs	NE	North-east	G	Grampian
Y	Yorkshire	A	Anglia	E	Eireann
Sc	Scotland	U	Ulster	CI	Channel Is

Anadin:	All areas
Andrews Liver Salts:	All except Ln, So, U, E
Bic roller pen:	Ln, M, Lc
Colgate Dental Cream:	All areas
Crunch 'n' Slim:	Ln, So, WW, We
Curity Snugglers:	All areas
Elastoplast:	All except E, CI
Ex-lax:	So
Farleys rusks:	Ln, Y, NE, M, Lc
Gibbs SR:	Ln, Lc, So, A, U, B
Harmony hairspray:	All areas
Hedex:	All except Ln, So, U, B, E
Impulse bodysprays:	All areas
Limara:	All areas
Paddi Cosifits:	All areas
Parozone:	All areas
Pears shampoo:	All areas
Scholl Air Pillo:	Y, Sc, NE, A, U, B
Signal:	All except NE, CI
Sunsilk hairspray:	All areas
Sure:	All areas
Sure for men:	All areas

Veganin

BACKACHE RELIEVED

also

HEADACHE TOOTHACHE INFLUENZA PERIOD PAINS

The leading pharmacy only analgesic
and a worthwhile recommendation
for you and your customers

Headache · Toothache · Backache · Influenza · Period Pains

Veganin*

Pain Relief Tablets

WARNER

part of the Warner Lambert Group

good products for you and your customers

Presentation:

White tablets containing
Paracetamol Ph. Eur. 250.00 mg Aspirin Ph.
Eur. 250.00 mg Codeine Phosphate Ph. Eur.
6.80 mg

Uses:

VEGANIN provides analgesic and antipyretic
properties. It is indicated in influenza and

other conditions which require an antipyretic
and for all kind of mild to moderate pain,
especially headache, dysmenorrhoea,
rheumatism and toothache.

Dosage:

Adults: one or two tablets to be swallowed
every 3 to 4 hours up to a maximum of
8 tablets in 24 hours.

Children: (6-12 years) 1 to 1 tablet to be
swallowed every 4 hours up to a maximum of
4 tablets in 24 hours

Children under 6 years: not recommended.

Contra-indications:

Hypersensitivity to any of the components.
Not to be used by patients suffering from
active peptic ulceration and haemophilia

Warnings:

Not recommended to be used in pregnancy.
The stated doses should not be exceeded.

Package Quantities:

Cartons containing 10, 20 and 50 tablets in
opaque blisters. Price to pharmacy as at 12.80
of £. 23, £. 385, £. 8225 respectively

Product Licence Holder: William R. Warner & Co. Ltd., Usk Road, Pontypool, Gwent NP4 0YH. Product Licence Number: 0019/5041-R

Full technical information and data sheets available upon request.

* Trade mark R81055

Kodak push for an instant Christmas

This Christmas, Kodak will again be offering a number of promotions and discounts — as well as a new model — on their instant cameras.

Making a return this year is the free holdall promotion, the difference being that dealers will receive the holdall in advance, enabling them to be presented at the moment of sale. National Press and television will carry advertisements for the offer and POS material will be available.

Also being reintroduced are the EK 160 outfits, complete with 10 exposure film and flash. The trade price will be reduced by £1. From September 7, the trade price of the EK 160-EF will be reduced by £4.

The new model to be made available is the EK 260-EF (trade £37.50), which adds a close-up lens to the built-in flash instant range.

Dealers ordering 15 or more instant cameras for delivery between September 7 and December 31 will qualify for an extra 5 per cent discount on EK 160 cameras and outfits and on the EK 260-EF

cameras. The EK 160-EF will carry an extra 8 per cent discount. In addition, dealers placing orders before August 28, for delivery between September 7 and October 30 will qualify for an extra 2 per cent discount on all instant cameras and outfits. During the same delivery dates, instant film will be £0.25 and £0.50 cheaper on single and twin packs respectively.

Finally, there is an extra promotional allowance for all those ordering 25 or more instant cameras for delivery between September 7 and October 30. They will receive promotional vouchers worth £2.00 for every camera ordered. This allowance can be used for co-operative advertising on a 50/50 basis. And, for the first time ever, Kodak will increase their co-operative share to 75 per cent, if 35 or more instant cameras are ordered and if the order represents a 25 per cent increase in units, over that of last year. *Kodak Ltd, Kodak House, Station Road, Hemel Hempstead, Herts.* ■



The new display material for Nivea is totally flexible, allowing retailers the choice of single tier displays of creams or lotions or complete range displays in two tier counter or gondola style. Backing cards link-in with the current "Out of the blue" campaign. Smith & Nephew Toiletries Ltd, Welwyn Garden City, Herts. ■

Autumn — by courtesy of Revlon

Gypsy Gold is the name of Revlon's Autumn colour collection with a total of 20 new shades.

Moisture creme lipstick (£2.15) is available in three new colours — gypsy fire, gypsy rosetta and sultry red — and fire opal is the new lip gloss (£2.15). All the lipsticks have matching nail enamels (£1.95). There are three eyeshadow duos (£3.25) in the collection, gypsy gold, midnight blue, moonlight white / seductive teal, gold-lit pink / passionate plum, along with three blush-on duos — ginger gold / frosty sienna, boldest red / spirited gold and pink enchantment / dancing plum (£4.95).

Soft lash mascara comes in black kohl and emerald kohl and to complete the collection Revlon have a new product — Natural Brow. This brush-on eyebrow colour (£3.25) comes in three shades — black, brown and raisin.

The Charlie Autumn collection is called Cinematics and comprises 12 frosted shades for eyes, lips, cheeks and nails. Balcony blue, filmy opal, première plum, sneak preview pink, studio brass, and producer's peach are the eye colours with techni-copper and cinematic amber the new real live blush introductions.

Glide-on lipgloss has box office

bronze, marquee magenta, queue-up cocoa and flickering rose all with matching nail gleamer.

Finally from Revlon, the Ultima II Autumn colours go under the name "Fantasy". Lipstick shades are scarlet velvet, velvet fantasy, bronze fire, sienna gold, skyline orchid and opalescent ruby while for nails there is scarlet, velvet fantasy, bronze flame, ruby fire, sienna gold and night garnet. Creamy powder blush sports three shades — fuchsia fantasy, champagne scarlet and bronze.

There are four dual pan patina eyeshadow combinations, midnight copper / fantasy gold, black velvet / pink stardust, tropic moondust / city blue and pure gold / prairie green and two new satin frost lidcolours — midnight topaz and wild amethyst. And for eyelashes, violet fantasy is the new shade of mascara.

Revlon International Corporation, 86 Brook Street, London W1Y 2BA. ■

Tudor frame-up

Purchasers of Tudor's teak photo frames are being offered cheap enlargements — 5 × 5in and 5 × 7in (£0.25); 10 × 8in and 10 × 10in (£0.50). The frames are hand-made in Thailand and range from £2.15 to £3.20 depending on size. *Tudor Photographic Group Ltd, 30 Oxgate Lane, London NW2 7HU.* ■

Molasses flavoured Phillips yeast

Phillips have introduced a molasses flavoured yeast tablet which is without the usual bitter taste — achieved by growing the yeast on molasses.

The molasses yeast tablets are packed in 250's with an rsp of £0.79 and basic trade price shows 33 per cent profit on selling price. As part of a £30 mixed parcel the margin can be boosted to 50 per cent. Supplied in dozens with descriptive leaflets and showcards. *Phillips Yeast Products Ltd, Park Royal Road, London NW10 7JX.* ■

Traditional trio from Floris

Floris have re-created a trio of traditional English soaps — wild hyacinth which comes in palest blue, moss rose in pink packaging and lavender in the colour of the flower. Each box contains three tablets (£3.50).

Other additions by Floris includes a moisturising bath oil (4 fluid oz, £5.25) and a talcum powder (£2.25). Toilet and bath soaps in the sandalwood and malmaison fragrances have been added to complement the existing range (£3.15 and £4.95 respectively) and a roll-on deodorant (£1.95) to the Elite for Gentlemen range. *J. Floris Ltd, 89 Jermyn Street, London SW1Y 6JH.* ■

Look out for the Money Bunnies

Watch out for a proliferation of 'Savlon' Baby Care products promoting 10p and 30p coupons off any size purchase of Cow & Gate Liga Rusks.

Popping up everywhere will be 10p coupons on 'Savlon' Baby Soap, Tissues, and Creams.

There will also be an abundance of collarettes appearing on 'Savlon' Baby Talc, Lotion and Shampoo carrying details on how your customers can obtain via FREEPOST, 3 x 10p coupons by sending in just two pack tokens.



MULTIPLYING PROFITS

Cow & Gate AND **SAVLON**
baby care



Imperial
Chemical
Industries
PLC

'Savlon' is a trademark.
Care Laboratories Limited.
Badminton Court, Amersham, Bucks.
A subsidiary Company of Imperial
Chemical Industries PLC

COUNTERPOINTS

Stratton fabric handbag suites

Stratton have added matching fabric handbag accessories to their range in two designs. Woodland is a pattern of flowers and foliage in Autumn shades on a dark blue background whereas floral harvest has brown and cream flowers on golden beige. The edges of some cosmetic bags are trimmed in dark brown.

Each range is made up of the following fabric items: money purse

(£4.50), cosmetic bag with internal mirror (£4.30), medium size cosmetic bag with clasp (£3), small cosmetic purse (£2.80), small barrel toilet bag (£3.80), and large barrel toilet bag with side pockets (£5).

The following metal handbag accessories are also in the pattern: regency mini box (£4.15), comb and case (£4.65), purse light (£4.95), mini mirror (plain & magnifying) (£6.75), pocket notecase (£8.25), ellipse lipview (£4.65), slim convertible compact (£9.50), and mini convertible compact (£6.50). *Laughton & Sons Ltd, Warstock Road, Birmingham, B14 4RT. ■*



The Mandelle carousel display stand for 1981-82. It holds 36 bottles, stands 2ft 6in and is 18in in diameter from wholesalers or representatives. New for the winter is the junior spacewarmer bottle. Haffenden Moulding Co Ltd, Sandwich, Kent

Now in new mint flavour Emoform[®]

Emoform, the medicinal dental paste widely recommended by dentists for sensitive teeth and gums is only sold through chemists.

Ask your Wigglesworth representative about bonus offers.



PHARMACEUTICAL MANUFACTURING COMPANY
Westhoughton, Bolton BL5 3SL Tel: 0942 811567
A member of the Willows Francis Group

Discovery kits from Elizabeth Arden

Elizabeth Arden have introduced two "discovery kits", available in both "soothing care for sensitive skin" and "extra control for problem skin" — packaged in "attractive white travel cases, ideal to take on holiday or use at home".

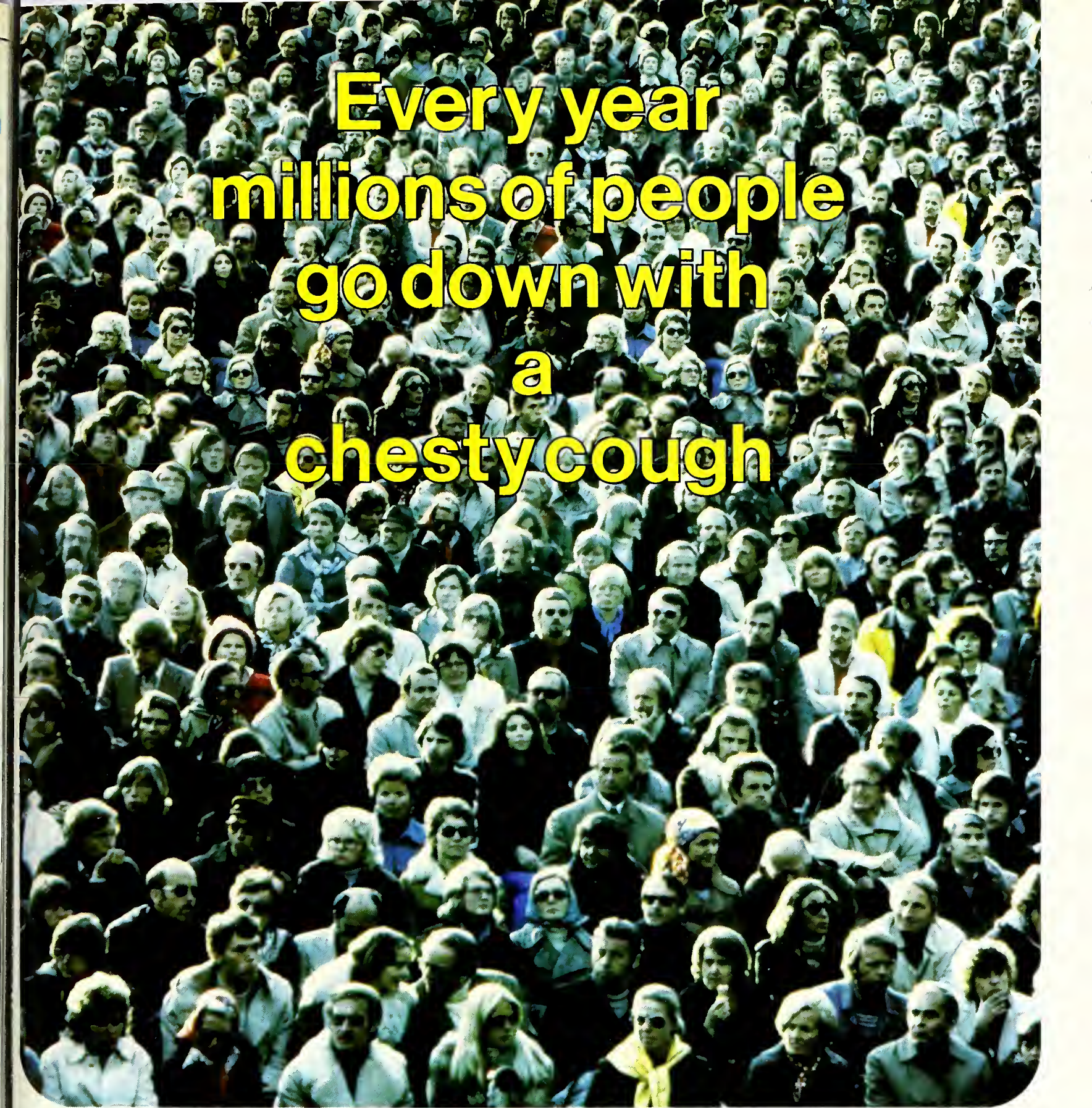
The soothing care discovery kit (£13.25 — equivalent value £17.50) contains a collection of fragrance-free products: all day shielding lotion 75ml (regular size), overnight soothing cream 30ml (regular size), gentle cleansing emulsion 50ml (trial size), calming skin freshener 50ml (trial size).

The extra control discovery kit (£9.95 — equivalent value £11.00) contains a selection of products that treat oily-sensitive skin: oil control lotion 75ml (regular size), oil removing cleanser 50ml (trial size), oil clearing astringent 75ml (trial size), texturizing conditioner 30ml (trial size). *Elizabeth Arden Ltd, 13 Hanover Square, London W1. ■*

Soft lens care

Monocare is a new "periodic cleanser" in tablet form for soft contact lenses designed to remove the build-up of protein deposits and staining not removed by a regular daily cleanser.

The Monocare tablet is dissolved in an isotonic saline solution (Salettes, £2.25, 30 sachets) in a suitable container (Softab case £2.65) and the lenses soaked overnight. Monocare is manufactured by *Sauflon Pharmaceuticals Ltd* and distributed by *Laboratories for Applied Biology Ltd, 91 Amhurst Park, London N16 5DR. ■*



**Every year
millions of people
go down with
a
chesty cough**

**This year
WinPharm
have come up with
an
entirely NEW treatment**



NEW! Franolyn Expect.

Your WinPharm 'counter prescription' for chesty coughs



160 times every month, on average, your professional advice as a pharmacist is sought in the treatment of coughs and colds.¹

This significant fact, borne out in every recent survey, puts cough and cold remedies "Top of the League" in counter prescribing.^{2,3,4}

Until now you've only had half the answer. This year WinPharm have come up with an entirely new treatment for chesty coughs – Franolyn Expect.

New Franolyn Expect has an unique pharmacological profile and, compared with six of the best-selling over-the-counter cough remedies, Franolyn Expect alone fulfills all the criteria required of an ideal cough treatment – including that of *not* causing drowsiness.

In addition, WinPharm has devised for Franolyn Expect an entirely new scale of trade margins that compensate you for the time and professional effort you spend in its active recommendation, over and above the usual attractive WinPharm terms.

Brand	1	2	3	4	5	6	Franolyn Expect
Reduces mucus viscosity		✓		?		✓	✓
Reduces congestion			✓		✓	✓	✓
Dilates the bronchial tree					✓		✓
Increases air flow					✓		✓
Rapid and long lasting relief							✓
Does not cause drowsiness	✓	✓					✓

NEW! Franolyn Expect.

The right scientific pedigree

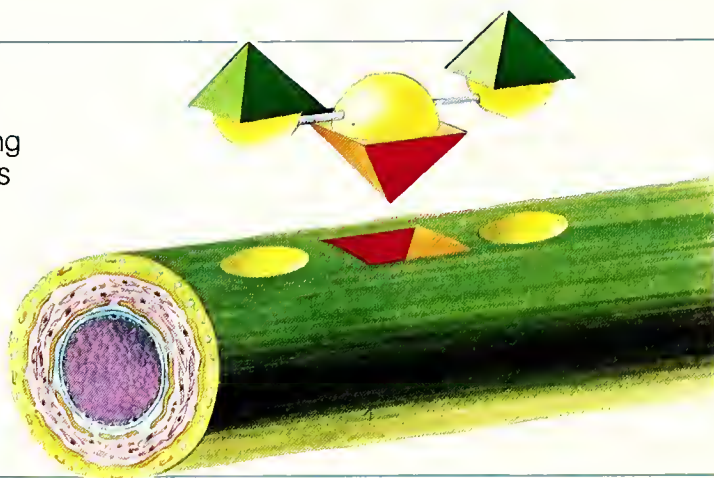
Each 5ml. of Franolyn Expect, contains:

Theophylline BP (Anhydrous) 60mg. Guaiphenesin BPC 25mg. Ephedrine BP 4.75 mg.

It's this unique formulation that makes Franolyn Expect the ideal expectorant for you to 'counter prescribe'.

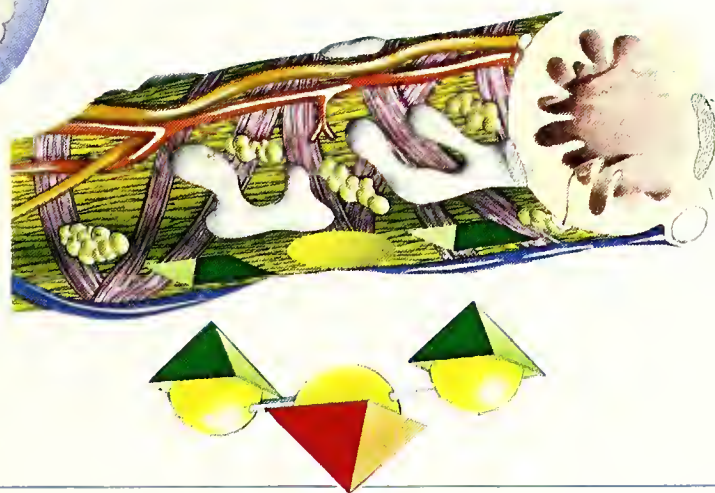
Franolyn Expect reduces congestion

The ephedrine present in Franolyn Expect, by binding to the alpha receptor sites on blood vessels, reduces the degree of vasodilation in the upper respiratory tract, thus easing inflammation and reducing congestion in the bronchial tree.



Franolyn Expect dilates the bronchial tree

Ephedrine also binds to the beta-receptors on the smooth muscle around the bronchi and bronchioles resulting in muscle relaxation and so achieving bronchodilation.⁵ This action is reinforced by the inclusion of theophylline which interferes with the intracellular breakdown of cyclic adenosine monophosphate (AMP) – a key factor in the regulation of muscle contraction.^{5,6}



Franolyn Expect reduces mucus viscosity

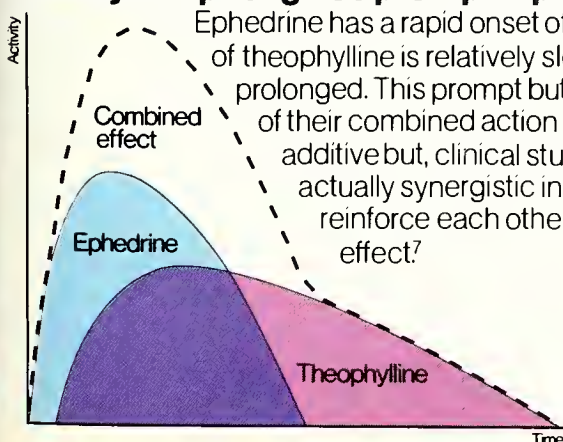
Franolyn Expect contains the well known expectorant guaiphenesin, which has long been accepted for its ability to increase the output of respiratory tract fluid, consequently improving the flow properties of tenacious bronchial mucus.

Franolyn Expect increases air flow

By reducing congestion, dilating the bronchial tree and reducing mucus viscosity, Franolyn Expect achieves the fourth of the ideal criteria for an expectorant – increased air flow.

Franolyn Expect gives prompt & prolonged relief

Ephedrine has a rapid onset of action whilst that of theophylline is relatively slow but more prolonged. This prompt but prolonged relief of their combined action is not merely additive but, clinical studies suggest, actually synergistic in that they reinforce each other's bronchodilatory effect.⁷



Franolyn Expect does not cause drowsiness

Unlike many other over-the-counter cough remedies, Franolyn Expect relieves symptoms without causing drowsiness. This makes it ideal for ensuring that your customers' normal daily routines are not impaired and is particularly valuable in not affecting their concentration or alertness.

References

1. Phelan, M.J. and Jepson, M.H., *Pharm.J.*, 1980, 225, 584
2. Boylan, J., *Pharm.J.*, 1978, 221, 328
3. Dale, G.E., et al., *ibid*, p386
4. Martin-Hamblin Research, *Chemist & Druggist*, 1978, 210, 37
5. *The Pharmacological Basis of Therapeutics*, 6th. edit., p602, Goodman, L.S. and Gilman, A.G., Macmillan, 1980
6. *Textbook of Pharmacology*, 2nd edit., p24 11, Bowman, W.C. and Rand, M.J., Blackwell Scientific, 1980
7. Lyons, H.A., et al., *Curr Ther. Res.*, 1975, 18 (4), 573



NEW! Franolyn Expect.

The right commercial profile

Franolyn Expect now gives you the opportunity to "counter prescribe" an entirely new treatment for your customers.

Like all WinPharm products, Franolyn Expect is:

- Distributed only to pharmacies
- Not advertised to the public
- Backed by Winthrop resources
- Comprehensive information facilities

PLUS

- Entirely new scale of introductory margins.

Your first order of Franolyn Expect will bring you a bumper introductory margin which could show you as much as **£34.38 profit on a £37.62 outlay**, equivalent to over 91% on cost or nearly 48% on net sales value, at best terms.

STOP PRESS

WinPharm have planned, in keeping with pharmacists' professional status, a new incentive that will recognise pharmacists' commitment to the product and recompense them for the professional time and effort spent in actively recommending Franolyn Expect.

See your WinPharm representative for full details

No one but WinPharm can claim to repay so handsomely the time and professional effort you spend in actively "counter prescribing" for chesty coughs.

PLUS

- Special backing for local pharmacies



Special window displays

A highly flexible series of display items, to suit all shapes and sizes of window area, have been designed. These highlight the pharmacist's professional skill and expertise and stimulate the public into asking for advice.

Key sites for poster campaign

WinPharm are reserving specially selected poster sites, carrying a message which will motivate cough sufferers into asking for their local pharmacist's professional advice.



In-store sales aids

To assist in counter prescribing Franolyn Expect, a number of sales-aids are available recommending that your customers should seek your professional advice about chesty coughs.



WinPharm Working with pharmacy for a healthier future

Full information is available from WinPharm, Sterling-Winthrop House, Surbiton-upon-Thames, Surrey, KT6 4PH.

Where are we going from here?

by Graham Walker, BPharm, MPS, FBIM

So much seems to have happened in the past six months that I thought it was probably about time for another personal review of the cosmetic scene.

The major companies in cosmetics and fragrance seem to be either going up-market, going down-market, repackaging or, more likely, changing their middle management! But, whichever way they are going, no one seems to be standing still. Our problem, as pharmacists, is how to react to all these changes, particularly since most of them have an adverse effect on our cash flows in a depressed market.

The most significant event in the budget sector has been the emergence of the "blister packed" Maybelline. I would have thought that after the problems of the similarly-packed Natural Wonder, Schering-Plough (who own both Rimmel and Maybelline) would have realised that blister packaging was too advanced for the UK market. But perhaps Evelyn Rose Glazer of Rimmel fame will change the policy now that it's under her wing.

Stunning advertising

Fabergé are trying hard to get back up-market from Brut 33 with their new Turbo. Being a sucker for fast cars I couldn't resist buying this one, particularly with its stunning — some may say garish — advertising. I reopened my account, but true to form, Fabergé just don't seem to learn. The invoice was dated June 30, the goods were delivered July 6 with three items of display material, but the tester and window display were marked "please reorder". In fairness, a phone call to Iver remedied these errors, but should we really have to chase up companies in a buyers' market? Incidentally, it has already started selling.

Max Factor presents an intriguing situation. The new, largely American, management commissioned a massive research programme which, to quote Joe Baczkó in *Marketing Week*, showed that while the brand was solidly middle-market in the UK, "as the market was moving up-market in usage and preference, the challenge to the brand was to move in the same direction". In the same article he reveals some of the company's plans; it will launch five major brands in the next financial year. It has already launched the Living Proof skin care range in selected department stores and is due to launch a

major new colour cosmetic line, Colourfast, in September but it will not replace any existing Max Factor lines. It will compete head-on with Revlon in the upper middle price range. When one takes into account the company's intention to spend around £3 million on advertising, using Saatchi and Saatchi, then we must surely take them more seriously.

Whither Charlie? Many of you must be asking that question. Quite honestly, I don't really know the answer. The fragrance is probably number two after Youth Dew in UK sales (sterling and volume) and has 7-9 per cent of the market, again after Youth Dew. But how much these figures are distorted by the Boots operation is difficult to estimate. All I really know is that the fragrance is alive and kicking and shouldn't be written off at this stage. Charlie cosmetics seem to be going well — largely due to the range of colours and attractive pricing policy — and still seem to have plenty of mileage. Scoundrel seems to be some way off yet.

Elizabeth Arden, owned by Eli Lilly, has always appealed to middle-aged women, but is attempting to change its image somewhat by introducing new skincare ranges in greatly improved packaging and at the same time has substantially reduced its lipstick range. But it still seems to have a fragrance problem to solve, as Blue Grass is firmly stuck in that dormant middle-market sector. Lagerfeld, the men's range handled by Arden, has sold surprisingly well without promotional activity; such a pity though that supplies of the aftershave have been held up in the Customs and Excise strike.

Lancôme has introduced a tester unit which must be the envy of its competitors. It is a pity that a similarly comprehensive unit cannot be designed for French Quarter, which doesn't seem to be doing quite so well of late. This is probably merely a symptom of the downturn in the fragrance market we have seen this year, since most of the Lancôme skincare and make-up promotions have shown the usual high rate of stockturn.

I recently had to take the Lancôme stock, and how I wished they would reduce the French language on their packages — it took me almost a whole day to decipher and then my girl told me I had got half of it wrong! So, from my personal point of view the sooner Lancôme anglicise their packaging (and

abolish the dreaded direct debit) the better for all concerned — including consumers.

Classic Revlon continues to march steadily forward; the colours for autumn look super but I hope that vital supporting point-of-sale material arrives.

Revlon has an interesting situation developing with Balmain and Ultima II. Mike Taylor, the new sales director of Revlon, was previously general manager of Revlon Fragrances (Europe) and is naturally anxious to see the development of Ivoire and the other Balmain fragrances in the UK market. His colleague, Mike Chmerling, previously general sales manager of Estée Lauder, is equally anxious to see Ultima II take on Estée Lauder at its own game. It could well be that Ultima and Balmain could produce an interesting rival for Estée Lauder, provided Revlon give the two brands their full backing.

Revolutionary policies

Estée Lauder and Aramis have both adopted revolutionary policies in the past few months. They seem to have realised that there is a vast untapped reserve of business in the independent sector and are going out of their way to release it. New account executives have been appointed whose sole responsibility will be non-department store business. The details of the new schemes have already been published in *C&D* so I won't dwell on them now: suffice it to say that it makes a pleasant change for the independents not to be written off as the "also rans".

That only leaves the French fragrance companies to comment on — something I always find difficult. On the whole they seem to have been more helpful than previously, although I still have reservations about the stock which has not moved since the day an account was opened.

So now we move on to the big sweat — Christmas buying! Have you decided what budget to allocate? I don't honestly believe there is any scientific way to handle it this year. I think I shall rationalise even further, attempt to negotiate sale-or-return deals and cross my fingers that the up-market trends continue. While on the subject of Christmas buying, I am wondering if it would be worthwhile this year stocking up with unboxed special offers instead of the usual tinselled, wrapped and price inflated alternative.

French fragrance orders will be placed for November 1 delivery and speculative lines (cameras, shavers etc) will have to be forgotten this year. It's a hard, hard world, but I suppose we'll all survive to fight another day!

A final word about Orlane, which comes from the same Norton Simon stable as Max Factor. New managing director, Barry Parnell, ex-marketing director, Revlon UK, and his new youthful management team are promising great things in revitalising this potentially super brand — I wish them well. ■

LETTERS

In defence of the larger contractor

It would seem that Xrayser (July 18) has not grasped the point of Mr Spivack's letter on the differing remuneration rates for larger and smaller contractors, and has adopted the common blanket attitude that the larger contractors must be doing all right, so what have they got to complain about?

He almost seems also to have succumbed to the brainwashing so prevalent today when he states that any action designed to improve the profitability of a group is somehow immoral. That is a nonsensical statement, of course — any such action, in moral or ethical terms, is totally neutral. It only becomes immoral if profit is itself immoral, and I am sure that Xrayser would not take that attitude.

General trend of awards

Mr Spivack is concerned about the general trend demonstrated in our two most recent awards (Franks and the settlement of a couple of weeks ago) — so am I and, I strongly suspect, many other large contractors. In both cases there is a discernible movement towards significantly larger payments in per prescription terms to the smaller contractor. Because of the global balance sheet system, this implies lower payment to larger contractors on the same terms.

In so far as this can be related to the lower overall costs per prescription of the larger contractor, this is of course absolutely right and proper. I am as anxious that the smaller contractor should be as fully and fairly remunerated for his dispensing costs as I am that my own costs should be so rewarded. My worry lies in the fact that the overall results of the last two settlements (excluding the effects of claw-back discount, itself a cause for concern) seem to result in the smaller contractor receiving a far higher rate of profit than his larger colleague. This is quite unacceptable.

No-one would expect Beecham Foods to make a significantly lower *rate* of profit than a local pop manufacturer, merely because they are bigger — if both operations are run as efficiently as possible, the rates of profit would be similar, which of its nature implies that the larger operation would make a substantially larger *cash* profit than the smaller.

Franks proposed a fair rate of profit and a way of calculating it, but the manner in which his award was implemented gives rise to some concern as

to the principles employed in sharing out the global profit (the flat rate BPA payable to all contractors at the same level regardless of size), and this has been continued to an extent in the recent settlement. My rate of profit I now calculate to be half or less of Franks' 2 per cent of total costs, whilst that of the smaller contractor could easily be twice Franks' rate or more.

Xrayser should be aware that this is the simple crux of the matter, and if he ponders on it he will surely agree that my concern is valid. *Of course* "we are concerned with the maintenance of a widespread pharmaceutical service" but not by the easy expediency of subsidising the smaller contractor at the expense of the larger. Eschewing all contentious argument as to the essentialness (in absolute terms) of some of the smaller contractors, the fallacy of the present approach lies in the fact that the only ultimate body to benefit will be the Department of Health, not pharmacy or a selected part of it.

If the current trend continues or is maintained for any length of time, the larger contractor may be forced to adopt economies in his service, which will necessarily be reflected in lower than otherwise remuneration for us all. Since similar economies would be beyond the ability of the smaller contractor, he would once again be under severe pressure.

We stand at risk of entering a downward spiral of compulsion which will benefit no-one in pharmacy, least of all the small contractor. The solution would be to ensure that profits related to NHS dispensing are as fairly apportioned as the costs involved in doing that dispensing.

R.D. Dudley
Hereford

VAT repayments

The Middlesex Pharmaceutical Group is very concerned at the unfortunate circumstances which have arisen as a result of the Civil Service strike which has affected pharmaceutical contractors regarding VAT repayments.

The Group suggests that all contractors write to their Family Practitioner Committee to make a 130 per cent payment on account where this has not yet been done. Further, contractors should make private account arrangements with suppliers not to pay their VAT with normal accounts, but to retain that portion until the VAT situation returns to normal.

S.J. Turner
Secretary
Middlesex Pharmaceutical Group
London NW5

What 'dipper'?

The "big dipper" theory which is periodically brought out for an airing appears to me to be based on faulty thinking.

The calculations and graphs are based on a comparison between "on-cost income" and "number of items". "On-cost income" is calculated by subtracting from the gross on-cost figure the amount taken back by the Department in the sliding discount scale. This is where the error creeps in. On-cost income is gross on-cost, less discounted amount on sliding scale, *plus discount received from wholesalers*.

Since the discount deducted by the Department is designed to be equal to the discount received from wholesalers, we are back to a graph plotting gross discount against number of scripts. And lo! the dip does not occur.

T. White
Kendray, Barnsley

Medical Olympics

This autumn I am once again organising a British team to go to the "Medical Olympic Games" — this time to be held in Israel October 29 to November 8.

Pharmacists, doctors and members of allied professions are eligible to compete. Sports covered include athletics, swimming, tennis, golf, windsurfing, shooting, table tennis, squash, cycling and fencing. There is also a large international medical symposium.

Would anyone interested, write to me urgently.

Dr David Delvin
Yew Tree House, Morley Road,
Chislehurst Common, Kent BR7 5PP

QS

It occurred to me this morning when purchasing £5 of petrol from the usual fixed-price pump, that this (most excellent) system must surely in time spread to pharmacy.

Imagine. A patient nervously approaches the pharmacist who takes the FP10, raises his eyes above his spectacles and says: "Do you want £1, £2, £3 worth?"

The patient says: "Oh! Well £2 I suppose." He receives perhaps four-and-a-half tablets or maybe 65.25ml of a proprietary linctus!

Makes you think doesn't it?

K. J. Shenton
Exmouth

More letters on p191

Bottle feeding takes a turn for the better.

At some time or other every mum has wished for a method of controlling the flow of bottle feeding.

Now Griptight have developed a simple and ingenious way of satisfying babies ever changing appetites and feeding requirements.

It's done with a special Variflo teat. This has an oval hole so that when the bottle is rotated through 90° the flow can be regulated.

And Griptight's understanding of babies feeding doesn't stop there.

The range of teats from Newborn through Freflo and Variflo develops through all stages of feeding.

Used with hygienic Freflo polycarbonate bottles, feeding becomes more satisfying and enjoyable.

We're getting the message over to more mums than ever before with full pages in all the mother and baby magazines.

So stock early, your sales are bound to take a turn for the better too.

NURSERY

by Griptight.

Little things mean a lot.

Lewis Woolf Griptight Ltd., 144 Oakfield Road, Birmingham B29 7EE. Tel: 021-472 4211.



As an independent pharmacist, you naturally take a pride in your professional standards. We at Vestric feel just the same way about ours and that's why we offer you a fully integrated total service covering a comprehensive ethical and O.T.C. product range allied with a high level of professional advice.

Take your Vestric Branch Manager, for instance, he understands the problems facing retail pharmacists today and is always ready to discuss with you how we can help you solve your particular problems. So if you need a different

type of service or you're thinking of expanding or opening a new shop, why not talk to him now?

VANTAGE

In addition, Vestric/Vantage is the only complete shop management system covering layout, retailing methods, staff training and point of sale material. All designed to help you, the independent pharmacist, take on the competition on your own terms.

**Vestric Limited,
West Lane, Runcorn,
Cheshire WA7 2PE.**

Vestric

We're always there, we always care.



We're always there we always care.

Pre-registration grant starts August 1

The pre-registration training grant for general practice trainees in Northern Ireland will be paid in respect of graduates of a UK school of pharmacy who commence training on or after August 1.

At the July meeting of the Pharmaceutical Society of Northern Ireland's Council a letter from the DHSS authorising the Central Services Agency to commence payments was read out. The grant scheme is on a parity basis with the current Scottish scheme (see *C&D* June 13, p1132).

■ The Secretary is to convey the congratulations of the Council to three members who have been awarded PhDs — Rose Mary Deehan, Thomas Frederick Muldrew and Eugene Rory O'Hare.

■ L.M. McDermott received the Society's Medal and was awarded a distinction in three subjects (level 3 studies, pharmacology and pharmaceutical chemistry) in her final examinations, at Queen's University, Belfast. L. Wilson was awarded a distinction in pharmaceutical chemistry.

The following people received prizes from the pharmaceutical companies listed for distinctive performances in their examinations:

Evans Medical Ltd for distinction (level 3) in pharmaceuticals, Boots Co Ltd for the best project in final year, and Regent Laboratories Ltd for distinction in pharmaceuticals and pharmacology (level 3) to L.M. McDermott; Ulster Chemists Association for distinction in level 2 studies to K.E. Sinclair; Imperial Chemical Industries Ltd for distinction in dispensing (level 2) to M.P. Tully; Parke, Davis & Co for distinction in pharmaceutical legislation (level 2) to J.C. Baille and N.P. Piekaar; Smith Kline & French for distinction in pharmacology (level 2) to L.P. Bradley; Smith & Nephew for distinction in pharmaceuticals (level 2) to J.F. McClintock; Galen Ltd for distinction in pharmaceutical chemistry (level 2) to M.E.L. Scullion; and the department of pharmacy, Queens, for distinction in level 1 studies to P.W. Wardlow. Mei Ling Soh was awarded the C.W. Young Scholarship for 1981-82.

■ The Minister of Health has decided to extend the date for the submission of comments on the consultative document entitled "Fund raising in the health and personal social services" from July 31 to October 31 because of the widespread interest shown in the document.

■ A report from the Finance Committee containing a recommendation to increase the amount of expenses allowed to those attending Conferences as representatives of the Council was adopted.

Annual meeting

■ The Society's annual meeting will be held on Thursday, October 1, and the monthly Council meetings on September 24 and October 22.

■ Mr N.C. Morrow, MSc, MPS, had finished compiling the results from a questionnaire sent to members of the Society about the use they would make of any drug information service made available to them and would send Council a copy of his findings.

■ The Society's prizegiving ceremony will be held on October 7 in the lecture hall. The Secretary was asked to ensure that only the names of those actually present to receive registration certificates were read out at the ceremony — concern was expressed at the poor attendances at recent ceremonies. ■

LETTERS

Continued from p188

Certified pride

Pre-registration students qualifying this year face the daunting prospect of paying a full annual registration fee for just six months and in return will receive the new registration certificate — with much disappointment and disillusionment.

Members of the Society's Council will recall, with some pleasure, the excitement and pride the moment they received and displayed their certificates — yet they deny this pleasure to the students joining the Society this year.

Many members of Joint Boots Pharmacists' Association, both recently and long-term qualified, have registered their concern at the Council's decision to change the certificate, but it is not the decision to add a red seal but the loss of the copper-plate, highly prized and well-earned certificate which is so sad. The professional working party of

JBPA appeals to members of Council to change this decision now so that students will respect a Council which is responsive to the wishes of so many members.

Members of Council — please listen to the membership, not only of JBPA, but throughout the profession, and restore the copper-plate certificate which gives the general public notice of the authority invested in pharmacists to practise their profession.

J.H. Carr

JBPA professional working party
Nottingham

No conflict?

The announcement by Mr Peter Worling (*C&D* July 18) that Vestric are to rejoin the NAPD, is couched in terms which imply that their resignation some two years ago was due to a disagreement with the previous director.

Nothing could be further from the truth, and whilst I am certain that this was not intended, the impression so created cannot be left uncorrected.

R.A. Daykin

Managing director
Smith & Hill (Chemists) Ltd
Sheffield

POSTSCRIPTS

Public view of a 'super' chemist

"A sign of the times in Newbury" says the *Berkshire Mercury* commenting on a queue of around 100 people for 18 jobs in the new "chemists" in Northbrook Street — Superdrug.

A sign of the times indeed when drugstore equates with pharmacy, if not in the mind of the public, then certainly in the mind of the reporter. An assumption on his part or just plain presumption? *C&D* confirmed with Superdrug's head office that they do in fact run one pharmacy — Elgee (Putney), Ltd who trade in the High Street — but that is all. ■

A right Royal refit

The "wedding of the century" seemed a reasonable excuse for a refit, especially as the happy couple will be within walking distance of the pharmacy when they move into their new home at Highgrove, Doughton. Consideration had been given for some time to the sprucing-up of the Dolphin Pharmacy at Tetbury, Gloucestershire, and Mr M.F. Bran, managing director of J.W.H. Bran Chemists Ltd, owners of the pharmacy, felt now was the obvious time for a revamp.

Naturally, Mr Bran went for an upmarket image, but this needed to be both classical, yet modern in merchandising terms. A further complication was the shape of the premises — wide but shallow. The frontage has an imposing Georgian doorway with portico columns that were once the central entrance to a large house. The right hand side still contains small household windows whilst the shopfront has been fitted into the left. It was Mr

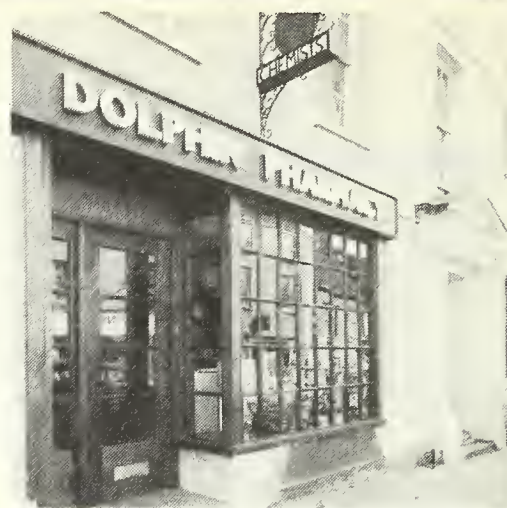
Bran's intention now to utilise this doorway as the main feature and new entrance but Umdasch Systems, the fitters, advised the retaining of the original doorway.

This has enabled the full use of the sales area by drawing customers through from the left hand entrance to the medicine counter, sited to the extreme right in front of the new dispensary. Customers now filter through all parts of the sales area and past products which would otherwise have not been seen if the doorway had been placed centrally.

The canopies in "rich brown" extend to the low ceiling of fissured panels. Due to the presence of low beams and ceiling structure, the suspended ceiling was fitted at 8ft. By fitting of special shaped canopies some visual height is achieved. The cosmetic section occupies the total corner fronted by an "L" shaped double counter with glass tops joined by a till pedestal.

The higher priced perfumes are displayed behind glass in mahogany showcases with contrasting cream coloured framework to add emphasis to their position whilst the remaining products are on glass shelves set in mahogany side cheeks.

Nailpolishes stand prominently on illuminated step shelves backed with



The Georgian, portico-columned doorway was once the central entrance to a large house

mirrors, creating a solid array of mixed colours. Lipsticks and testers are fitted onto another specialised component placing most of the testers together helping to "eliminate space consuming manufacturers' merchandise".

The professional side of the pharmacy is fronted by a glass panel so that the pharmacist is seen to be easily available for consultation whilst adding a personal atmosphere. Surveillance for security is also made easy.

The central gondola is constructed to a "sensible height" to allow full vision across and down the pharmacy which also gives aid to security and benefits customers' vision to all sectors of merchandise. The window display is backed by an even lower gondola giving extra display of merchandise at POS, but allowing full vision into the shop.

The total colour scheme is a harmony of polished mahogany brown, cream and green. The floor is covered with carpet squares of Villatex in light brown which, it is said, should not show too much dirt but in any event is easily vacuum cleaned.

The dispensary has been moved back a few feet and is fitted out totally with melamine and laminate work surfaces including the shelves. The Umdasch shelves are fitted with aluminium ticket edging with interchangeable inserts that can take stock control, sticker or alternative colour stripes for identification purposes. A KL8 tablet counter is located at one end of the dry bench suitably recessed into it to give a correct comfortable height for use in an otherwise high bench. A full length gravity feed tablet and cap storage unit is sited along the dry bench immediately in front of the glazed vision panel.

And how happy are the owners of the business? With a reported heavy increase in turnover, we can't see them complaining! ■

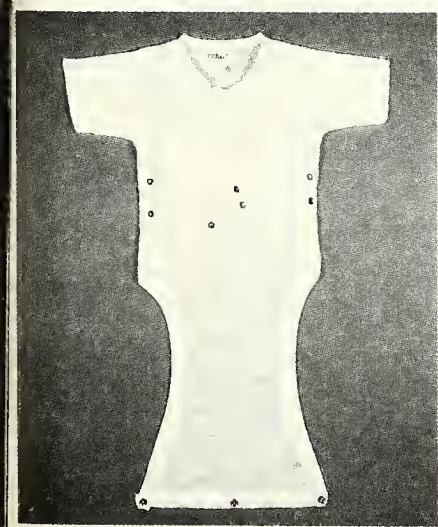
Melamine and laminate work surfaces have been used throughout the dispensary, which is fronted by a large glass panel to allow the pharmacist both to keep surveillance over the sales area, and be seen. And below, perfumeries and cosmetics are displayed in glass showcases and framed glass shelves beneath soft, diffused lamps



ARE YOU READY FOR THE BABES BOOM?

Babes Baby Products have recently developed an important new range of baby care products which are expected to play a significant role in the European baby care market.

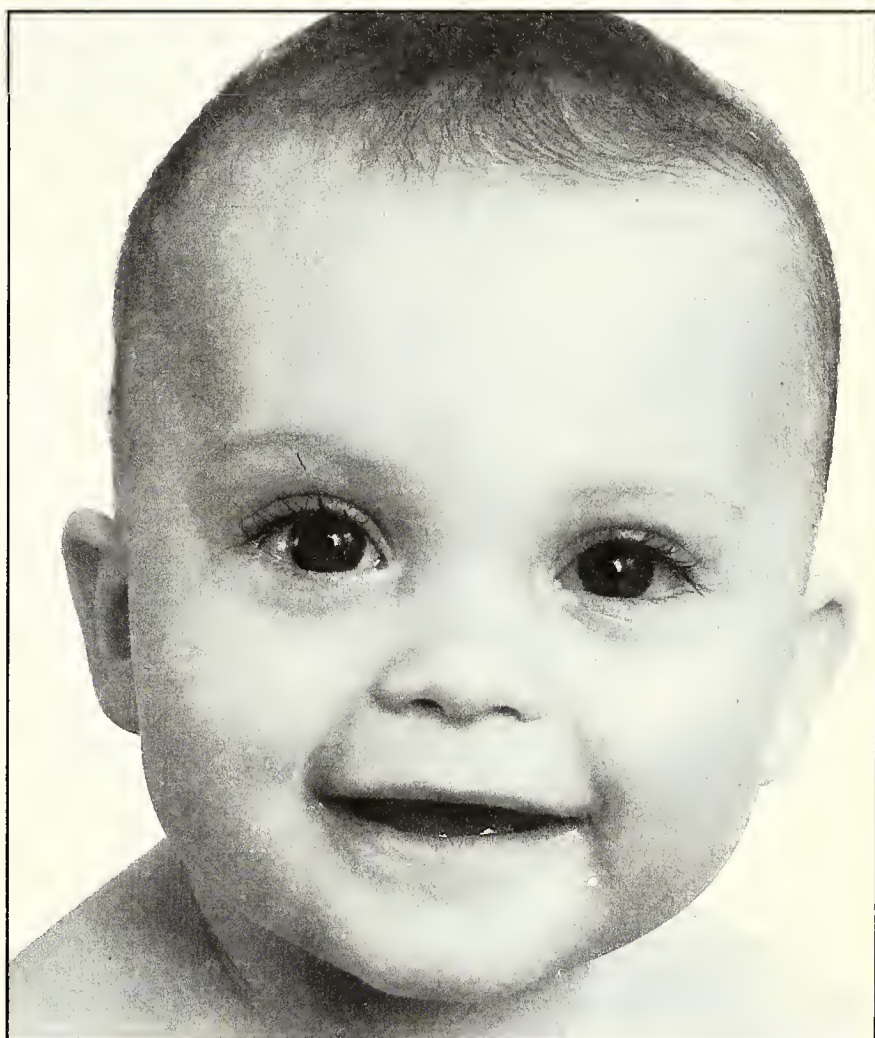
The Babes range is aimed at mothers and their new born babies as well as growing babies of both sexes, and includes everything from bottle feeders to garments. With the demand for these types of products ever increasing, the timely appearance of the unique Nappivests, the first products in the Babes range, has already generated widespread interest in Britain. The Babes Nappi-



vest is a comfortable one-piece garment that keeps disposable nappies and terry towelling in place, while avoiding traditional problems of nappy droop and 'riding-

up' vests. Advertising expenditure has been heavy in a wide selection of baby care journals and magazines, and a national T.V. campaign is planned for later in the year.

*Garment Registered Design Applied For.



EUROPEAN DISTRIBUTION SOUGHT

Babes Baby Products are seeking European distribution for their products, and are inviting enquiries from potential distributors in the following countries: Austria, Denmark, Eire, France, Germany, Luxembourg, Netherlands,

Northern Ireland, Norway, Sweden, Switzerland.

For further information please write to Babes Baby Products Limited, 148 The Broadway, West Hendon, London NW9 7AA. England.
Tel: 01-202 2175.

Babes

Taking care of Mother and Baby

Conference on law, ethics, profitability

The next annual conference of the Institute of Pharmacy Management International will be at the Brudenell Hotel, Aldeburgh, Suffolk, October 25-28.

The theme is "Law, ethics and profitability" and the provisional programme is as follows:

October 25 — evening reception.

October 26 — the Upjohn lecture, "US community practice: profitability and liability", speaker Professor Dean Leavitt, school of pharmacy, University of Maryland, Baltimore. "The law, product registration and cost implications for pharmaceutical industry", Mr G.C. Tuck, legal director, Miles Laboratories Ltd.

October 27 — The Janssen Award lecture, "Counterprescribing — its nature, volume, potential and value to the community", Mr D. Bentley, general practice pharmacist and Award holder, 1979-80. "Selling medicines — a positive approach", Mr G.B. Green, marketing director, Savory & Moore Ltd, member of council, IPMI. "Legal and ethical constraints to counterprescribing and selling medicines. A critical view", Dr I.F. Jones, pharmacy practice research unit, University of Bradford.

October 28 — "Consumer expectations of pharmacists and pharmacies", Mrs P. Lambert, chairman, Consumer Standards Committee, British Standards Advisory Committee. "The vexed problem of pilferage. A question of policy?" Baroness Phillips, JP, director and secretary, Association for the Prevention of Theft in Shops. Discussion. Conference terminates after lunch. Formal sessions take place in the mornings leaving afternoons free for excursions and golf (fee £100, including

accommodation and all meals).

Application forms are available from Dr I.F. Jones, school of pharmacy, University of Bradford, Bradford, West Yorkshire BD7 1DP. ■

ANA data system

The Article Numbering Association is to establish a clearing house system by March, 1982 which will allow electronic point of sale (EPOS) data to be made available efficiently and cost effectively.

A. C. Nielsen are currently co-ordinating data collection and leading distributors have now reached a consensus to make data available. The clearing house will only go ahead if a user requirement survey is positive.

The basic package will be available to barcoded item suppliers at a price which reflects cost only and will comprise total sales in both units and value of the supplier's barcoded items and in the corresponding product group or groups. It will also include items such as product class, RSP and be provided four-weekly.

The clearing house will also be able to develop commercial packages according to the marketing requirements of purchasers to include sales of competitive products and comparative data with percentage change.

The new chairman of the ANA is Mr J. Grindle of J. Sainsbury Ltd. ■

■ The Government's proposals for the simplification of pre-clinical testing of drugs will not be significantly changed following the consultation period.

In reply to a written question from Mrs Renee Short (Lab, Wolverhampton NE) Dr Gerard Vaughan, Minister for Health, said the proposals would be largely as set out in the consultation letter issued in January: "The revised data requirements will be circulated to the industry shortly". ■

First UK allergy clinic opened

What is claimed to be Britain's first comprehensive allergy clinic was opened in Derby last week.

The Asthma and Allergy Treatment and Research Centre will be directed by consultant chest physician and allergist Dr Harry Morrow Brown and has received generous financial support from pharmaceutical companies.

At the opening Dr Morrow Brown said: "Clinical allergy is a specialty which embraces the whole of medicine and doesn't recognise the boundaries between specialties. Unfortunately this is almost the only Western country where allergy is not recognised as a specialty.

"Thus something approaching ten million patients with allergic problems have little hope of obtaining informed advice and treatment." ■



David Jenkins, MPS, of Jenkins Chemists, Newport in Gwent, found the formula for success in the Hermesetas 1-2-4 Club competition. He is seen being presented with first prize, a Ford Fiesta, by Mr Chris Carter, product manager for Hermesetas. Entrants were asked to identify the six "unique selling points" of the Hermesetas One-by-one dispenser and then to pen an apt sales slogan for the dispenser

The answer to inquiries

HARDENING of the ARTERIES?

In arterio sclerosis, or hardening of the arteries, the arterial walls lose their elasticity and become hard. So the capacity for both sudden and sustained exertion decreases. Greater pressure becomes necessary to drive the blood through the arteries. The result is high blood pressure, the necessary compensation for narrowed arteries. By its very nature it is a condition established over many years and is not capable of being reversed. You will never have a young person's arteries again, but appreciable improvement should be achieved in four to six months if sufferers will only persevere with Rutivite. Rutin, its active ingredient, is contained in the leaves and flowers of buckwheat grown and dried here in Kent.



HIGH BLOOD PRESSURE?

As we grow older, our arteries harden and our blood vessels lose their youthful suppleness, becoming incapable of quick response. The door is opened to strokes and haemorrhage. Treatment with Rutin can produce noticeable benefit in anything from two to four weeks. It is entirely non-toxic and, unlike drugs, has no side effects.

In offering Rutin to those who seek your advice you can do nothing but good.

EQUIPMENT

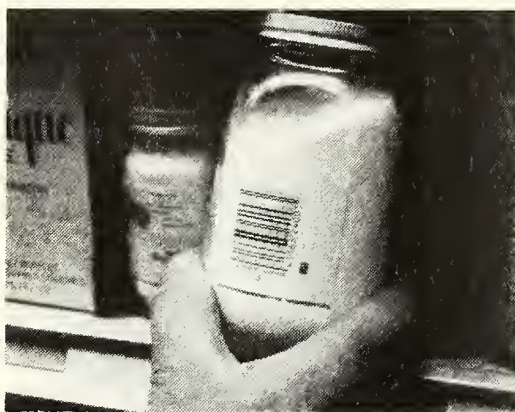
Concealed security tag system

A paper thin label measuring 2in x 2in and weighing less than a tenth of an ounce has now been made available with a soft resonant electronic circuit concealed inside it which is tuned to the frequency of exit detectors. Originally developed in the US for library use it is now being used as an anti-shoplifting system in both Europe and the US.

The label can be left plain or printed with the shop name or logo, a promotional message, or, most popularly, disguised with a dummy bar-code. The label may also be used to seal packages and have a price written on it without altering its effectiveness.

Experience, says the company, has proved it is sufficient to apply these labels to only 3 to 5 per cent of merchandise, applying them to different goods at different times, so that no particular line of goods remains unprotected for any length of time, thus creating the impression that all items are tagged.

When the genuine customer pays for



the goods, the cashier de-activates the security label with the aid of a "thank-you" sticker, which allows the honest shopper to carry his purchase through the sensing screens, or in the case of high-speed check-out, by use of a "by-pass" system. *Modern Tag Systems Ltd, 25 Hampstead High Street, London NW3.* ■

These — 50 ml, 100 ml and 150 ml — tapered single-wall cosmetic cream jars are available in polystyrene or SAN materials in a "wide range" of colours, and Manuplastics say they have facilities for hot-foil stamping and silkscreen printing of lids and bases to individual customers' requirements. *Multiplastics Ltd, Southdown Works, Kingston Road, London SW20 8SD*

Bar-code labeller from Meto

Autumn of this year is the launch date for Meto's 3108 EAN labelling gun (around £450) introduced in the UK to "meet the need for in-store eight digit labelling with the added feature of a human-readable price."

The company says the 3108 system uses an ink roller rather than a stamping method for printing and is therefore capable of producing around 20,000 bar coding labels without causing scanning errors. Separate controls for the bar code and human-readable price are provided on the gun, which weighs 20 ounces and has the same design features as Meto's Marksman price labelling range. Each label roll contains 1,000 31mm x 19mm labels. *Esselte Meto Ltd, Pier Road, Feltham, Middx.* ■



Capped for England



Carnation Corn Caps.

Cuxson, Gerrard & Co. (Dressings) Ltd., Oldbury, Warley, West Midlands, B69 3BB. Tel: 021-552 1355. Available from all main U.K. Wholesalers and Agents. Distributed in the Republic of Ireland by Ovelle Ltd, The Ramparts, Dundalk.

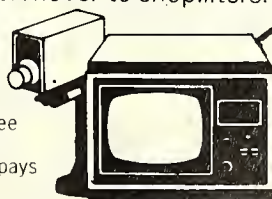
Don't let thieves pocket your profits



Now only
£2.99
+ VAT PER WEEK

Every year business's large and small lose 4% of their turnover to shoplifters.

- No Deposit
- Simple no fuss installation
- 5 year guarantee
- Full tax relief
- CCTV Security pays for itself



Name _____
Address _____
Post Code _____
Tel No _____

For further details without obligation, fill in the coupon

post to:
Free Post,
Tele Photo
Services Ltd.,
The Security Centre,
148 Oldham Road,
New Cross, Manchester 4,
or Tel: 061 205 1463

Financier takes major stake in Sangers

Sangers, who were still trading at a loss during the first two months of this year, were surprised last week to find a major new shareholder had surfaced. On June 21, it was revealed to them that a company called Paget Agencies had taken a 14.6 per cent share in Sangers by purchasing a total of 1.4 million shares — 7.5 per cent of this held by Paget and the rest by a “concert party” of European associates. Developments took a further turn this week with the purchase of a further 250,000 shares, lifting the total holding to 17 per cent and Paget’s to 9.7 per cent.

The man behind Bermuda based Paget is financier Tom Whyte, former head of Triumph Investment Trust which collapsed in 1974. In a statement, Mr Whyte said that the shares had been bought purely as an investment “... we believe they have survived a tough period of trading and are set for first class expansion prospects.”

The financial Press reports that Mr Whyte is currently looking for investment in a number of other quoted UK companies and that Paget’s resources are

several millions of pounds. So far he has declared no interest in staging a takeover bid for the company, nor in a seat on the board — indeed neither party has requested a meeting. But if a takeover bid is in the offing, it comes at a somewhat ominous time for the pharmaceutical side of the business which last year lost some £250,000 on a turnover of £86.4m.

Last February, an article in the *Sunday Times* stated that Sangers would be better off selling their pharmaceutical interests, reporting that analysts said shares would gain in value if the division was sold-off or closed down. At that time Sangers pointed out that the whole group had been built on its pharmaceutical base, and they had no intention of disposing of it in any way whatsoever. However, if a takeover meant that decisions were to be based purely on financial criteria, it could become difficult to justify the financial status of the pharmaceuticals sector, although this problem may never arise if the reported upturn in volume and value of sales in April and May continues. ■

CIA demand action on energy costs

Director general of the Chemical Industries Association, Martin Trowbridge, has called for “prompt and effective” Government action on electricity prices.

To buy the same amount of electricity, costs on average in the UK 64 per cent more than it would in France, 41 per cent more than in West Germany and 14 per cent more than in Italy — the UK’s main European competitors.

The NEDC Task Force reported in February that large users faced important disparities particularly in relation to France and Germany. Budget concessions in April were worth £10 million on a £420m electricity bill for the chemical industry — the largest industrial user in the UK.

CIA are now recommending an “urgent review” of the Bulk Supply Tariff to reflect properly the true cost of supply to high load factor consumers and an improvement in the present efficiency of the UK electricity supply.

They are also calling for minimisation of the cost of coal supplies to the UK market by optimising costs; allowing more imports and if necessary — for the time

being — supporting the cost of indigenous coal to the CEGB at world competitive prices: “CEGB’s lowered costs must then be carried through to their industrial customers.” ■

Satellite pictures

Scottish Colorfoto Ltd, the Alexandria based photo-finishers, were featured on the BBC’s “Reporting Scotland” recently. The story centred on the new Kodak technical assistance network which Colorfoto have installed in their plant.

“Technet” is a highly sophisticated piece of equipment which, the company says, will help considerably in the reduction of material waste, chemical usage, equipment downtime, and operating costs. “All together, it will mean consistent quality coming from the lab and improve service times. Up to 90 per cent of inplant quality control functions can be automated by using Technet stored on floppy disk.”

The greatest advantage, says chairman, Mr T.M. Glen, is the availability on dialling through the telephone access code via satellite to the world wide computer centre in Rochester, New York, and the required diagnostic information is beamed back directly into the Alexandria laboratory. ■

Vestric training ‘helps fight the supermarkets’

Training courses for pharmacy sales assistants such as the new series recently launched by Vestric “help stem the inroads being made into our businesses by supermarkets and the like” — this was the opinion of a participant in the Vestric one-day training course just held at Paignton.

She wrote to Vestric to say she felt such courses helped fight the supermarkets by promoting “our professionalism as chemists’ assistants”. Turnover in the shop where the assistant works was already improving, Vestric claimed, through operating principles learned on the course — subjects covered ranging from sales promotion and display to shop layout and security.

The course is run by Vestric in co-operation with the Distributive Industries Training Board (C&D July 4, p29) which issued certificates to participants. ■

Joint venture for vaccine production

The Public Health Laboratory Service and Immuno Ltd — associated with Immuno AG, Vienna — have reached an agreement whereby scientists working in the Vaccine Research and Production Laboratory at the PHLS Centre for Applied Microbiology and Research at Porton Down, Wiltshire, will collaborate with Immuno in resuming production of tick-borne encephalitis vaccine.

The technology has been jointly developed over the past ten years at Porton and in Vienna and has formed a basis for producing a vaccine for use throughout Europe. As part of the agreement Immuno are constructing a temporary vaccine unit costing between £500,000-£750,000 and completion is expected in mid-August 1981, in time to augment the supply of vaccine for the spring of 1982. ■

Animal health depot

Beecham Animal Health are opening a new depot for the distribution of their equine and animal health presentations in Dundee on August 3 — the aim is to reduce distribution costs.

The depot replaces their Leith store from July 31 and will also supply Wilson’s dog meal ex-factory. The address of the new depot is *Wilson & Sons (Dundee) Ltd, Caledonian Oil Mills, 324-330 Broughty Ferry Road, Stannergate DD4 6AA.* ■

More Business News overleaf

NURDIN & PEACOCK LTD

The Cash and Carry Wholesalers
Head Office: Bushey Road, Raynes Park, London SW20 0JJ



PRODUCT	SIZE	COST	M.R.P.	R.S.P.	PROFIT ON RETURN
Colgate Toothpaste (50ml)	12 x normal	£2.47	~~61p~~	30p	21%
Colgate Toothpaste (30ml)	12 x normal	£1.69	~~40½p~~	20½p	20.9%
Steradent Tablets	12 x 30's	£4.67	~~68p~~	56p	20%
Steradent Deep Clean	12 x 68p	£4.67	~~68p~~	56p	20%
Lenor	12 x family	£3.84	—	45p	18.2%
Lenor	12 x giant	£2.52	—	29½p	18.1%
Johnsons Pledge (Varieties as stocked) 5p off	12 x 227g	£6.08	~~97p~~	73p (inc. 5p off)	20.1%
Parozone Price Marked 38p	12 x 750ml	£2.87	~~38p~~	35p	21.4%
All Clear (75ml)	12 x standard	£3.62	~~67p~~	44p	21%
All Clear (125ml)	12 x large	£5.73	~~£1.13~~	69p	20.3%

I am interested in becoming a N&P registered customer

If you are not already a registered customer and would like further details complete and post this coupon
To: Mr. G. Beer, Nurdin & Peacock Ltd.
FREEPOST, London, SW20 0BR

Name.....
Trading as.....
Address.....
Tel:.....CD 1/8

Are your premises registered for business purposes YES ☐ NO ☐

OFFERS AVAILABLE FROM 3rd AUGUST UNTIL 21st AUGUST, 1981

ALL OUR OFFERS ARE SUBJECT TO AVAILABILITY AND VAT WHERE APPLICABLE

ALDERSHOT Tel: Aldershot (0252) 313058/9/0	CARDIFF Tel: Cardiff (0222) 757927	COLCHESTER Tel: Colchester (0206) 71281	EASTLEIGH Tel: Southampton (0703) 610816/7/8/9	LOWESTOFT Tel: Lowestoft (0502) 65168	NORWICH Tel: Norwich (0603) 49029	PLYMOUTH Tel: Plymouth (0752) 708111/2/3	READING Tel: Reading (0734) 585739	STAINES Tel: Staines (81) 52515
AVONMOUTH Tel: Avonmouth (0272) 825551	CHATHAM Tel: Medway (0634) 41621	COWES Tel: Cowes (0983) 296511	HANWELL Tel: 01-579 5297/8	LUTON Tel: Luton (0582) 583366	NOTTINGHAM Tel: Nottingham (0602) 869678/9	PORTSMOUTH Tel: Portsmouth (0705) 663563	SIDCUP Tel: 01-302 6237	WALTHAM ABBEY Tel: Lea Valley (9) 715115
BARNHAM Tel: Yapton (0243) 552628	CHRISTCHURCH Tel: Christchurch (0202) 482071	DAGENHAM Tel: 01-592 7839 593 3501 595 7497	IPSWICH Tel: Ipswich (0473) 59059	NORTHAMPTON Tel: Northampton (0604) 53012	PETERBOROUGH Tel: Peterborough (0733) 231941	RAYNES PARK Tel: 01-946 9111	SOUTHEND Tel: Southend (0702) 526341/2	WATFORD Tel: Watford (92) 43903
BRIGHTON Tel: Brighton (0273) 779731								

We do not compete with our customers — we neither own nor control any retail shops.
We neither wish nor intend to serve members of the general public.

Dismissals blamed on MSC scheme

Two pharmacy assistants have claimed that they lost their jobs to teenagers on the Youth Opportunities work experience scheme.

Miss Yvette Coles, 19, of Jubilee Road, Knowle, and Mrs Margaret Sporne, 28, of Pinkhams Twist, Whitchurch, Bristol, claim they were unfairly dismissed by R. Gordon Drummond Ltd. They told an industrial tribunal in Bristol last week that they were made redundant in January, but their jobs were later taken over by youngsters on a Youth Opportunities Programme whose wages were paid by the Manpower Services Commission.

Mr Ian Douglas, representing Miss Coles, said it was generally known in the shop — at Knowle, Bristol — that two staff were due to leave in two or three months, yet the cost-saving redundancy exercise went ahead. "With the two redundancies and one retirement you shed three full time people you had to pay for and replaced them with three, essentially

free, work-experience youngsters," he told Mr Edward Gale, Drummond's regional manager.

Miss Coles said there were three or four assistants at the shop with less experience than herself. Mrs Sporne said she was told she was being made redundant after six years because the photographic counter was being run down. "The counter is still there and a youth opportunity trainee is working on it full time," she told the tribunal. Both women are now unemployed.

Mr Gale denied abusing the work experience programme and said he acted in good faith after being told to reduce man hours because of loss of trade. Three trainees worked at the store but were not considered a real resource and the shop could function efficiently if they left. "We have a responsibility to train these people but they are only with us for six months. None of the youngsters are taking up jobs which could have been done by Miss Coles or Mrs Sporne."

He said the ladies were not offered their jobs back when two other women left because they were not suitable for that particular work. But Miss Coles and Mrs Sporne said they had experience in all departments of the shop except the dispensary and could have worked anywhere with minimum retraining. The tribunal chairman, Mr R.H. Murphy, said judgment would be reserved. ■

Anti-dumping levy on phenol from US

The European Commission has announced provisional anti-dumping duties of up to 19.9 per cent against imports from the USA of phenol and its salts. This latest anti-dumping duty is the eighth imposed against US petroleum based chemicals and synthetic textiles this year.

Pressure for duties on phenol and its salts came primarily from the European Chemical Industry Federation (CEFIC), with active support from the Department of Trade's Anti-Dumping Unit. ■

Overnight delivery guaranteed

TNT "overnite parcels express" has launched a nationwide door-to-door guaranteed "next morning" delivery service. Goods collected by vehicles operating from their 25 parcel terminals will be delivered they say, before noon the next day on the UK mainland. Despatches to Northern Ireland, Jersey, Guernsey and other offshore islands are guaranteed next day delivery.

No size or weight limits are specified and the overnight delivery guarantee operates six days a week. Full value insurance cover is available as part of the service and the delivery promise is backed

by a money-back guarantee.

TNT overnite parcels express is one of the UK divisions of the Thomas Nationwide Transport group. ■

Simple guide for exporters

The 1981 edition of "Services for Exporters" from Midland Bank International, is now available.

The booklet is designed as a simple guide to exporters of all sizes on how to start exporting; on the documents required; on the ways of receiving payment and insuring the goods; and on how to finance export transactions, through financial institutions and through the government's Export Credits Guarantee Department. It is available free from Midland Bank branches or from Overseas Trade Promotion Department, Midland Bank International, Deacon House, 192 Eyre Street, Sheffield S1 3GQ. ■

Mr Frederick Wale, MPS (right) and his wife Celia being presented with a video cassette recorder by Brian Ware, divisional sales manager, Cow & Gate Ltd. Mr Wale — who has been the proprietor of a pharmacy in Dudley Road, Birmingham for over 30 years — won a competition requiring pharmacists to estimate the age, in days and hours, of a Cow & Gate baby portrayed on the competition entry form

Briefly

■ **Kodak Ltd** have applied to build a new warehouse and offices at Swallowdale Lane, Hemel Hempstead.

■ **National Association of Pharmaceutical Distributors** is moving on August 6 from Hounslow to new premises at The Hart, West Street, Farnham, Surrey GU9 7HE (telephone: 0252 711412).

■ **Boots Co Ltd** have received planning approval for their proposed £1.3m development of their store in High Street, Perth for the provision of extra retail floor space, storage and other accommodation.

■ **Dollar Rae Ltd** have produced a collection of 25 case studies of successful refits and bound them together in a glossy brochure, "The Retail Chemist Success File". Copies are available free from the company at 47 Haggs Road, Glasgow G41 4AR.

APPOINTMENTS

■ **Pifco Ltd:** Mr Ian Marr has joined as area sales manager for Yorkshire.

■ **Laboratoires Roc (UK) Ltd:** Mr D.A. Motherwell is appointed area manager for Scotland, effective from August 3.

■ **Elizabeth Arden Ltd:** Miss Sue Nixon is promoted to product manager, from sales services associate. She will be responsible for all fragrances plus Burberrys for Men.

■ **International Chemical Co Ltd:** Mr W.J. Vale and Mr S.E. King have been appointed to the main board. Mr Vale joined ICC in 1979 and now becomes sales director. Mr King was previously with Johnson and Johnson. He joined ICC in 1977 and has been promoted to operations director.

Mr Rodney Peel has been promoted to the product management team. He will be responsible for a group of the company's OTC medicine brands.



Brazilian menthol offers scarcer

London, July 28: Offers of Brazilian menthol by shippers from origin have become scarce and dear at around £7/kg, cif. Not since the early part of 1979 has the forward rate been so high. Because the shippers are reluctant to do business, even at that advanced rate, holders of spot material, who have been severely discounting the forward offers lately, raised their own prices by 55p/kg during the week.

Among essential oils Brazilian peppermint was also dearer in both positions. A spell of cold weather in Brazil which caused some panic in the coffee futures market was also blamed for higher petitgrain prices. Mysore sandalwood rose by £3.50/kg on the spot while cedarwood and sassafras were unobtainable in both positions.

In aromatic seeds celery, coriander and fennel were dearer. Most botanicals were unchanged in price. Exceptions were benzoin, cascara and gentian root which were all dearer. ■

Pharmaceutical chemicals

Acetone: £374 metric ton for 30-drum lots.		
Acetic acid: 4-ton lots, per metric ton delivered — glacial BPC £376, 99.5 per cent £359, 80 per cent grade pure £327; technical £306.		
Amylobarbitone: Less than 100-kg £19.11/kg; sodium £21.59.		
Atropine: (per kg in ½-kg lots) Alkaloid £200.50; methonitrate £179; sulphate £169.90.		
Benzocaine: BP in 50-kg lots, £6.70/kg.		
Benzoic acid: BP in 500-kg lots, £0.8801/kg.		
Biotin: Crystals £5 per g; in 10-g lots.		
Bismuth salts: £ per kg.		
	50-kg	250-kg
salicylate	10.92	—
subcarbonate	8.10	7.96
subnitrate	6.15	6.04

Bromides: Ammonium potassium, sodium per metric ton in 50-kg lots £970; 250-kg lots £920; 1,000-kg £890.

Brucine sulphate: £45/kg.

Butabarbital: Acid £25.17/kg; sodium £26.81/kg in 50-kg lots.

Butobarbitone: Less than 100 kg £22.88 per kg.

Caffeine: BP anhydrous from £4.10 to £4.26/kg as to quantity.

Calamine: BP £758 per 1,000-kg delivered.

Calcium lactate: 100-kg lots £1.37/kg.

Calcium pantothenate: £7.26/kg in 25-kg lots.

Carbazochrome: technical £60/kg; sodium sulphate £105/kg.

Carbon tetrachloride: BP 5-ton lots in 290-kg drums £305 per metric ton.

Carotene: Beta — 10% £27.50/kg (5-kg lots); 20% suspension £36.30/kg (5-kg).

Chloral hydrate: 50-kg lots £2.20/kg.

Chlorambenicol: BP 73 £19/kg in 500-kg lots.

Choline: (50-kg lots) bitartrate £3.25/kg; dihydrogen citrate £3.40.

Cinchocaine: Base (10-kg lots) £100/kg; hydrochloride £100.

Citric acid: BP per metric ton single deliveries, granular monohydrate £891; anhydrous £940 (powdered £20 premium per 1,000 kg).

Clioquinol: BP 80 500-kg lots £22/kg.

Cocaine: Alkaloid £721/kg; hydrochloride £666.

Epbedrine: (Per kg), hydrochloride £19.20 in 25-kg.

Ergometrine maleate: £6.36 in 50-g lots.

Ergotamine tartrate: £4.25/g in 50-g lots.

Glucose: (Per metric ton in 10-ton lots) — monohydrate £315; anhydrous £550; liquid 43° Baumé £334 (5-ton lots); naked 18-tons £260.

Glycerin: In 250-kg returnable drums £760 metric ton in 5-ton lots; £785 in 3-ton lots.

Homatropine: Hydrobromide £133.10/kg; methylbromide, £126.60 — both in ½-kg lots.

Hyoscyamine: Sulphate, 100-kg lots £267.90/kg.

Magnesium carbonate: BP per metric ton — heavy £740-£745; light £570-£640 as to maker.

Magnesium chloride: BP crystals £1.05/kg for 50-kg lots.

Magnesium dihydrogen phosphate: Pure £2.45/kg in 50-kg lots.

Magnesium hydroxide: (metric ton) BPC light £1,800; 28 per cent paste £550.

Magnesium oxide: BP per metric ton, heavy £1,700; light £1,800.

Magnesium sulphate: BP £147.10-£150 metric ton; commercial from £118; exsiccated £310.60.

Magnesium trisilicate: £0.70/kg in minimum 1,000-kg lots.

Mercurials: Per kg in 50-kg lots; ammoniated £15.90; oxide — red £16.30; and yellow £16.05; perchloride £8.80; subchloride £12.10; iodide £15.

Mercury: BPC redistilled £13.60/kg in 25-kg lots.

Mersaly: Acid £66.75/kg in 24-kg lots.

Methadone hydrochloride: £330 per kg. Subject to Misuse of Drugs Regulations.

Noscapine: Alkaloid: £33/kg for 100-kg; hydrochloride £36.30.

Opiates: (£ per kg) in 1-kg lots; subject to Misuse of Drugs Regulations — Codeine alkaloid £600-£604 as to maker; hydrochloride £520; phosphate £460.50-£462; sulphate £520.

Diamorphine alkaloid: £821; hydrochloride £748.

Ethylmorphine hydrochloride: £585.50-£591.

Morphine alkaloid: £667-£668; hydrochloride and sulphate £544-£545.

Oxalic acid: Recrystallised £1.39/kg for 50-kg lots.

Paracetamol: (Per kg) 10-ton contracts from £2.90; 1-ton £2.95. Premium for d/c £0.35/kg.

Papaveretum: £390/kg; 5-kg lots £355/kg. Subject to Misuse of Drugs Regulations.

Paraffin liquid: BP £0.667 litre on 210 litre drums; light BPC 1963 £0.594; Technical white oil WA23 £0.582; WA21 £0.611.

Pentobarbitone: Less than 100-kg £25.67/kg; sodium £27.27.

Pethidine hydrochloride: 10-kg lots £54.72/kg. Subject to Misuse of Drugs Regulations.

Pholcodine: 1-kg £538-£543 60-kg lots £493/kg. Subject to Misuse of Drugs Regulations.

Physostigmine: Salicylate £2.48 per g; sulphate £3.37 in 100-g lots.

Pilocarpine: Hydrochloride £328 per kg; nitrate £308/kg for 1-kg lots.

Sodium acetate: BP crystals £1.02/kg in 50-kg.

Sodium acid phosphate: BP crystals £1.36-£1.42/kg as to source for 50-kg lots.

Sodium ascorbate: 100-kg lots £5 per kg.

Sodium benzoate: £0.70/kg in 500-kg lots.

Sodium bicarbonate: BP from £149.90 metric ton as to grade in minimum 10-ton lots delivered UK.

Sodium chloride: Vacuum dried in 10-ton lots delivered London 4-ply bags £47.56 metric ton.

Sodium citrate: Granular £891 metric ton; powder £911. Five-ton contracts £886 for granular — all in lined bags.

Sodium fluoride: in 50-kg lots £2.43/kg.

Sodium gluconate: Technical £756 metric ton.

Sodium hydroxide: Pellets BP 1973 in 50-kg lots £0.90-£1.70/kg.

Sodium nitrate: Recrystallised £1.08/kg for 50-kg lots.

Sodium nitrite: BPC 1973 £1.14-£1.30/kg as to maker for 50-kg lots.

Sodium perborate: (per 1,000 kg) monohydrate £723; tetrahydrate £430.

Sodium percarbonate: £567 per metric ton.

Sodium sulphate: Fine crystals BP £99 per metric ton, pea crystals £121.60; commercial £43.10 ex works.

Sodium sulphite: Crystals £0.21/kg (500 kg minimum).

Sodium thiosulphate: photo grade £259.50 per metric ton; £243.50 ton in 4-ton lots.

Sulphamethizole: £12.85/kg in 250-kg lots.

Sulphanilamide: BPC '68 £2.50/kg in 1-metric ton lots.

Sulphaquinoxaline: BP Vet £12.62/kg; sodium salt £16.03 with grade A at £13.16 all in 500-kg lots.

Sulphathiazole: BP 1973, £4.50/kg in ½-ton lots.

Sulphacetamide sodium: BP £7.25/kg for 50-kg.

Sulphadiazine: BP 68 £4.50/kg in 250-kg lots.

Sulphadimidine: £4.40/kg for imported in ½-ton lots.

Theobromine: Alkaloid No offers.

Theophylline: Anhydrous and hydrous £4.61/kg in 100-kg lots — ethylene diamine £4.96/kg.

Thiamine: Hydrochloride / mononitrate £14.85/kg in 20-kg lots of British origin; 500-kg £14.00.

Zinc acetate: Pure £1.39/kg in 50-kg lots.

Zinc carbonate: Pharmaceutical grade £720 per metric ton.

Zinc chloride: Anhydrous powder £450 metric ton, delivered U.K.

Crude drugs

Balsams: (kg) Canada: Unchanged at £12.60 on the spot, shipment £12.45 cif. Copaliba: No spot; £6.50, cif. Peru: £10.75 spot; £11.15 cif. Tolu: £6 spot.

Benzoin: £195 cwt, cif.

Cascara: £1,460 metric ton spot; £1,440, cif.

Gentian roots: £2,650 metric ton spot; £2,605, cif.

Lemon peel: Spot no offers; Shipment £2,005.

Lobelia: European, no spot, £1.75/kg, cif.

Liquorice: Root, no spot; £650 metric ton, cif. Block juice £1,400 metric ton spot.

Mace: Grenada unsorted \$2,750 metric ton, fob.

Menthhol: (kg) Brazilian £6.75 spot £7, cif. Chinese £6.10 spot; £5.80, cif.

Pepper: (metric ton) Sarawak black £750 spot, \$1,400, cif; white £1,000 spot; \$1,900, cif.

Seeds: (metric ton, cif). Anise: China star £1,175. Celery: Indian £500. Coriander: Moroccan £330. Cumin: Indian £600. Fennel: Chinese £515. Fenugreek: Moroccan £300; Indian £295.

Senna: (kg) spot Alexandria pods hand-picked from £1.80 upwards; manufacturing £0.50 Tinnevely faq leaves £0.44; pods, faq £0.42; hand-picked £0.50.

Styrax: Turkish natural £5.40/kg spot.

Turmeric: Madras finger £350 metric ton spot; £270, cif.

Tonquin beans: No offers.

Valerian: Dutch No offers spot; £1,500 metric ton, cif. Indian £1,380 spot; £1,443, cif.

Witchazel leaves: £2.75/kg spot; £2.70, cif both nominal.

Essential and expressed oils

Almond: Sweet in 4-ton lots £1.60-£1.70/kg duty paid.

Anise: (kg) Spot £12.45; shipment £12, cif.

Bay: West Indian £10/kg spot; £9.90, cif.

Bergamot: £30/kg spot (new crop).

Bois de rose: £8.50/kg spot; £8, cif.

Buchu: South African £105 per kg spot; English — distilled £1.60.

Cade: Spanish £1.70/kg spot.

Camphor: White £1.15/kg spot; £1, cif.

Cananga: Indonesia £16.50/kg spot; £16.25, cif.

Cardamom: English-distilled £160/kg; Indian £110.

Cassia: Chinese £55/kg spot; £52, cif.

Cedarwood: Chinese No spot or cif.

Cinnamon: Ceylon leaf £2.75/kg spot, and cif; bark; English-distilled, £150.

Citronella: Ceylon £3.40/kg spot; £3.35, cif. Chinese £3.80 spot; £3.65, cif.

Geranium: Bourbon £38/kg spot and cif.

Ginger: Chinese £22/kg spot nominal; £21.50, cif, English-distilled (ex W. African root) £70; ex Indian £43.

Nutmeg: East Indian £7.85/kg spot; £7.75 cif. English distilled £15.

Olive: Spanish £1,485 per metric ton in 200-kg drums ex-wharf; Mediterranean origin £1,335. Drawback £197 ton on Spanish after packing in containers of 5 litres or less.

Orange: Florida spot £0.94/kg and cif.

Peppermint: (kg) Arvensis — Brazilian £6.45 spot; £6.15, cif. Chinese £3.60 spot; £3.55, cif. American piperata £11.

Petitgrain: Paraguay £9.20/kg spot, £9.35 cif.

Rosemary: Moroccan £6.80/kg spot; Spanish £7.50.

Sandalwood: Mysore £58/kg spot nominal; £55.25/kg cif. East Indian £50 spot; £49.50 cif.

Sassafras: Brazilian unavailable.

Spearmint: Chinese no spot; £8.25/kg, cif. American £10.50 spot.

Thyme: Red 45-50% £15/kg spot. 50-55% £17.

Vetivert: Java £14 spot; £14.50, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

COMING EVENTS

Irish Pharmaceutical congress

Four seminars dealing with a variety of topics relevant to the profession, and a major open forum combining discussion on EEC problems and computers in pharmacy, will form the nucleus of the Irish Pharmaceutical Congress, which is being held this year in Jury's Hotel, Cork, from October 11-15.

The Congress will be formally opened by the Lord Mayor of Cork on October 12 and the seminar on that day will discuss "The needs of the disabled".

"Psychiatric medicines — advantages of domiciliary treatment" is the theme of the Tuesday morning seminar, and there will be an open forum on matters immediately relevant to Irish pharmacy on Tuesday night — EEC problems and computers in pharmacy. Seminars on Wednesday begin with "Patient counselling by pharmacists", and the Congress concludes with "Drug information services".

A full social programme includes the formal banquet on the Wednesday evening, a boat cruise on the River Lee as far as Cobh, coach tours, and guided tours to places of historic and picturesque interest. The full programme is available from Mrs Ethna Fitzgerald, Congress secretary, 12 Pembroke Park, Dublin 4.

Thursday, August 6

Huddersfield Branch, Pharmaceutical Society, Commercial Hotel, Church Street, Paddock, Huddersfield, at 8 pm. Quiz evening.

CLASSIFIED

Post to
Classified Advertisements,
Chemist & Druggist,
Sovereign Way, Tonbridge,
Kent TN9 1RW.
Telephone Tonbridge (0732)
364422. Telex 95132.
Ring Paul Lester or Simon
Walsh for further information
on extension 198.

Publication date
Every Saturday
Headings
All advertisements appear
under appropriate headings.
Copy date 4pm Tuesday prior
to publication date.

Display / Semi Display £9.00
per single column centimetre,
min 25mm. Column width
42mm.

Whole Page £750.00
(265mm x 180mm)

Half Page £400.00
(135mm x 180mm)

Quarter Page £215.00
(135mm x 88mm)

Lineage minimum charge
£24.00 for 30 words, 90p per
word extra.

Box Numbers £2.00 extra

Series Discounts

5% on 3 insertions or over.

10% on 7 insertions or over.

15% on 13 insertions or over.

Business for sale

X1 — NORTH WALES COASTAL AREA — This freehold property with excellent 3 bedroom living accommodation is situated sufficiently far enough outside of this major holiday resort not to be affected by seasonal trade. This building is small and easily run, thus providing an ideal setting for enjoying outside activities. The property has a large garden and there are excellent views of Snowdonia and surrounding countryside. Property £37,000, stock at valuation approx £10,000, goodwill and fixtures £2,000.

X2 — SALFORD (LANCASHIRE) — Lock-up shop serving council estate, turnover to 31st March 1981 expected £90,000. Based on 1,600 scripts per month. Rent £750 per annum. Reasonable offers considered for goodwill and fixtures to effect a good sale.

X3 — HIGH WYCOMBE — Drug store in small shopping centre, on council estate in village close to High Wycombe. Turnover to 30.9.80 £24,000, rent £1,750 per annum. Two bedroomed flat above, goodwill, fixtures and fittings £6,000 plus stock at valuation approximately £6,000. Suitable for conversion to pharmacy.

X4 — LINCOLNSHIRE — Good living accommodation is contained in these shop premises in the centre of a busy holiday resort on the Lincolnshire coast. Turnover is running at around £100,000 p.a. with excellent profits. Scripts average 1,550 per month, freehold property £23,000, goodwill, fixtures and fittings £15,000 plus stock at valuation.

X5 — SOUTH WEST LANCA-SHIRE — Large excellently modernised and fitted-out property close to town centre. Turnover to April 30th, 1981, £116,000. Scripts average 2,000 per month. Good future potential. Freehold and fittings £12,000. S.A.V. approx. £20,000.

X6 — DERBYSHIRE — High Peak. This nine-year-old large lock up unit on rent at £950 per annum was purpose built to serve a council estate of 5,000 people. Turnover in 1980 was £84,500 on scripts averaging 1,650 per month. Scope for diversification of counter trade, goodwill, fixtures and fittings £10,000 plus stock at valuation.

X7 — ANGLESEY — Freehold lock-up premises in pleasant coastal village. Turnover £100,000 p.a. and scripts 1,600 per month. Property, goodwill and fixtures £37,000 plus stock at valuation.

X8 — CHESHIRE / LANCASHIRE BORDER — This high street Pharmacy offers considerable scope for improvement by an energetic owner. Scripts average 1,500 per month. Turnover over £80,000 per annum. Freehold property for sale at £17,000. Goodwill and fixtures £3,500. Stock at valuation approximately £12,500. The present owner is retiring.

Ernest J. George & CO
GARDALE HOUSE, 122 GATLEY ROAD, GATLEY, CHEADLE,
CHESHIRE SK8 4AT Tel: 061-428 6718/9

Trade marks

Trade Mark No. 641310 consisting of the word **AFFINITY** and registered in respect of "Soaps, perfumery, toilet preparations (not medicated), essential oils, dentifrices, and powder boxes (cosmetic)" was assigned on 21 January 1981 by Clymol Limited of Penn Road, California Industrial Estate, Aylesbury, Buckinghamshire to Hans Schwarzkopf Gesellschaft Mit Beschränkter Haftung of Hohenzollernring 127-129, Hamburg, Federal Republic of Germany **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.**

Trade marks

The trade mark **DESERIL** No. 804455 for Pharmaceutical products was assigned on 14 November 1980 by Sandoz Products Limited of Calverley Lane, Horsforth, Leeds LS18 4RP to Sandoz Limited of Lichtstrasse 35, Basle, Switzerland, **WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH IT WAS THEN IN USE.**

Stock for sale

Nothing Sells Like Brand Names

So visit our newly modernised showroom for leading U.K. brand names and french perfumes. Also available an extensive range of cosmetic bags, mirrors, brushes and accessories.



Suppliers to retail, wholesale & export.

Opening hours - Mon-Fri 9a.m. — 5.30p.m. Sunday 10a.m. — 2.00p.m.

FGM Cosmetics & Perfumes

10-12 Park Place, off Cheetham Hill Road, Manchester M4 4EY. Tel. 061-833 9652.

COSMETIC PENCILS

Lowest price for top quality eye and lip pencils, eg pencils with £1 + retail are just 15p.

Superb colour range • Supplied in dozens or 1000s

For details and sample:

WEST COAST DISTRIBUTORS

21 Gwallon Road, St. Austell, Cornwall. Tel: (0726) 63174.

EXPORT/IMPORT

British and Continental Pharmaceutical and Veterinary medicines. Available for **AFRICA, MIDDLE EAST** and developing countries.

IF YOU ARE BUYING OR SELLING we would like to make contact with you.

Telex us on: 8813246 WEMSEC'G
Attn: Mr BRIAN

Shopfittings

CLUXLINE

SHOPFITTINGS AND COMPLETE INSTALLATIONS

**DESIGNED WITH THE MODERN
PHARMACY IN MIND**

- ★ Free Planning Service
- ★ Credit Terms
- ★ Shop Fronts and Interiors

CAMBRAVALE LIMITED

8 Commerce Way, Leighton Buzzard, Bedfordshire
Telephone (0525) 381356

TCW

**"Everything you need
to know about
Pharmaceutical Shopfitting"**

Write or telephone for your
**FREE Pharmacy Information
Pack**, sent by return of post.

Tower Works, Lower Rd.,
Gravesend, Kent, DA11 9BE
Telephone (0474) 60671



SHOWRAX

Three Pears Cosmetics



Station Road
Warley
West Midlands

WE OFFER A
LARGE RANGE OF
TOP QUALITY
PERFUMES AT
BELOW TRADE PRICES.

**CONTACT
ANGELA CLARKE
ON 021-559 9367**

(3/5F)

alplan

shopfitting limited
alplan house, cavalier road,
heathfield, newton abbot, devon.
tq12 6tg tel. 0626 832059.
from caunters to total contracts
alplan's national coverage for
pharmacies

**Trade
services**

**CERTOR
PHARMACEUTICAL
LABELS**

**FOR FAST COMPETITIVE
SERVICE CONTACT**

THE ASHTON LABEL COMPANY,
PORTLAND STREET,
ASHTON-UNDER-LYNE.
TELEPHONE: 061 330 0650

**SLASH SHOP
EQUIPMENT
COSTS**

Competitive prices on shelving, wall
fixed or free standing. SPUR
DETROIT, CEFLA, WIRE BASKETS,
LABELLERS etc. All proven products.
Quick delivery. Free estimating.
H.P. / Leasing terms available.

HOME COUNTIES SHOP EQUIPMENT
Otterspool Way, Watford, Herts.
Tel: (0923) 34528

**DISPENSARY
and PHARMACY
Specialists**

Complete service. N.P.A. and
NUMARK approved.

EPLAN UNIT SHOPFITTINGS

Eustace International
E Plan Estate, New Road
Newhaven, Sussex BN9 0AE
Telephone: 07912-7711

(TCW)

**Magnum opus
Shopfittings**

A New Generation of Pharmaceutical Shop-
fitting Equipment-flexible, easy to install,
superb colour combinations and com-
petitively priced. Write or phone: Magnum
Opus Ltd, The Maltings, Southminster,
Essex. Tel: (0621) 772248.

**SPECIALIST SHOPFITTING SER-
VICES.** Free Planning, Competitive
Prices. Phone 061-445 3506. H. A.
Peyser, 20 Fairfax Avenue,
Didsbury, Manchester M20 0AJ. (TC)

SHOPKIT

The world's first D.I.Y. shopfitting system
can save you as much as £1,500 on an
average refit. Illustrated leaflets sent by
return of post.

SHOPKIT
50 Ivatt Way,
Peterborough PE3 7PN
or telephone
Peterborough 0733 265263
(24-hour cheap rate service) (4/4M)

**Please mention
C & D when replying
to advertisements**

Salesmaster

THE NAME IN SHOPFITTINGS!



It will pay you to write now for details to:

ROE SHOPFITTINGS LIMITED

Regent House, Dock Road, Birkenhead, Merseyside
Tel: 051-647 8794

Name _____

CD

Address _____

Telephone _____

BENEFIT FROM OUR 30 YEARS EXPERIENCE!

Agents

AGENTS WANTED

by expanding wholesaler of hair accessories.
Agents are required for England, Scotland, Wales
and Ireland.

**Contact:
Box C&D 2795**

AGENTS

required for Scotland /
North and South England
to sell established range of
toilet / cosmetic bags.

**Contact:
Box C&D 2794**

**PAUL LESTER WILL
BOOK YOUR C&D
CLASSIFIED AD**

**PHONE NOW ON
0732 364422 Ext.214**

ESTABLISHED SALES AGENTS

To sell imported baby
disposable nappies to
wholesale / multiple
retail groups / cash and
carry trade.
All areas.

**Contact:
Albert Lowin
Proda London Ltd
Tel: 01-242 4900/4888**

Situations vacant

One of the fastest growing companies in the Health Food / Vitamins business require a
FIELD SALES MANAGER
 to control and motivate an 8 strong National Salesforce, reporting directly to the Sales Director.

The person appointed will need Line Management experience of Sales Management, perhaps as a Regional or Divisional Sales Manager with an OTC or Grocery Company. The job would be home based with use of Head Office secretarial back-up. Excellent salary, car, usual expenses.

Please write in confidence, enclosing a full C.V. to:
Gordon Amos, Sales Director,
Health & Diet Food Co Ltd,
Seymour House, 79/ 81 High Street, Godalming, Surrey

THE LONDON CHEST HOSPITAL Bonner Road, London E2 9JX The National Heart & Chest Hospitals Group **PHARMACY TECHNICIAN**

(Apoth. Hall or City & Guilds) required to join a team of two technicians in this small, friendly but busy hospital specialising in Cardio-Pulmonary Medicine and Surgery.

The work principally involves in-patient and out-patient dispensing together with minor manufacturing and some activities on the wards (to be expanded).

Salary scale: £3648-£4773 plus £527 London Weighting.

Application forms and job description available from Mrs Norma Bruford, House Governor's Secretary (01-980 4433, extn. 221).

Informal visits welcomed. For further details please ring Mr. Edward Pawley, Principal Pharmacist (ext. 423).

Stock wanted

WANTED

Surplus or discontinued Scholl sandals.

Please contact
Box C&D 2793
 with offer

A. & H. OTTER LTD. (established 1920)

Largest cash stock buyers in the trade for manufacturers' clearing lines, and retailers' stocks.

8 Northburgh Street, London EC1V 0BA. Tel: 01-253 1184/5.
Telegrams: "Salvall", London E.C.1. (TCW)

Capacity available

Spare Milling and Micronizing Capacity

For pharmaceutical and associated compounds
Ring:
East Peckham (0622) 871116

Stock for sale

ONE-SIZE TIGHTS from £2.30 doz. plus VAT. Min. order 8 doz. overall. CWO. Carriage free. Full range Price List. E & R Kaye, 16/18 New Bridge Street, London, EC4.

BOX NUMBERS

When replying to Box Number Advertisements all correspondence should be addressed as follows

CHEMIST & DRUGGIST
Box No....., Sovereign Way, Tonbridge, Kent TN9 1RW

CHEMIST & DRUGGIST

Classified Advertisements

Post to Classified Advertisements, Chemist & Druggist, Benn Publications Ltd, Sovereign Way, Tonbridge, Kent TN9 1RW. Telephone Tonbridge (0732) 364422.

Copy date 12 noon Tuesday prior to publication date

ORDER FORM

Please insert as below our advertisement under the heading _____

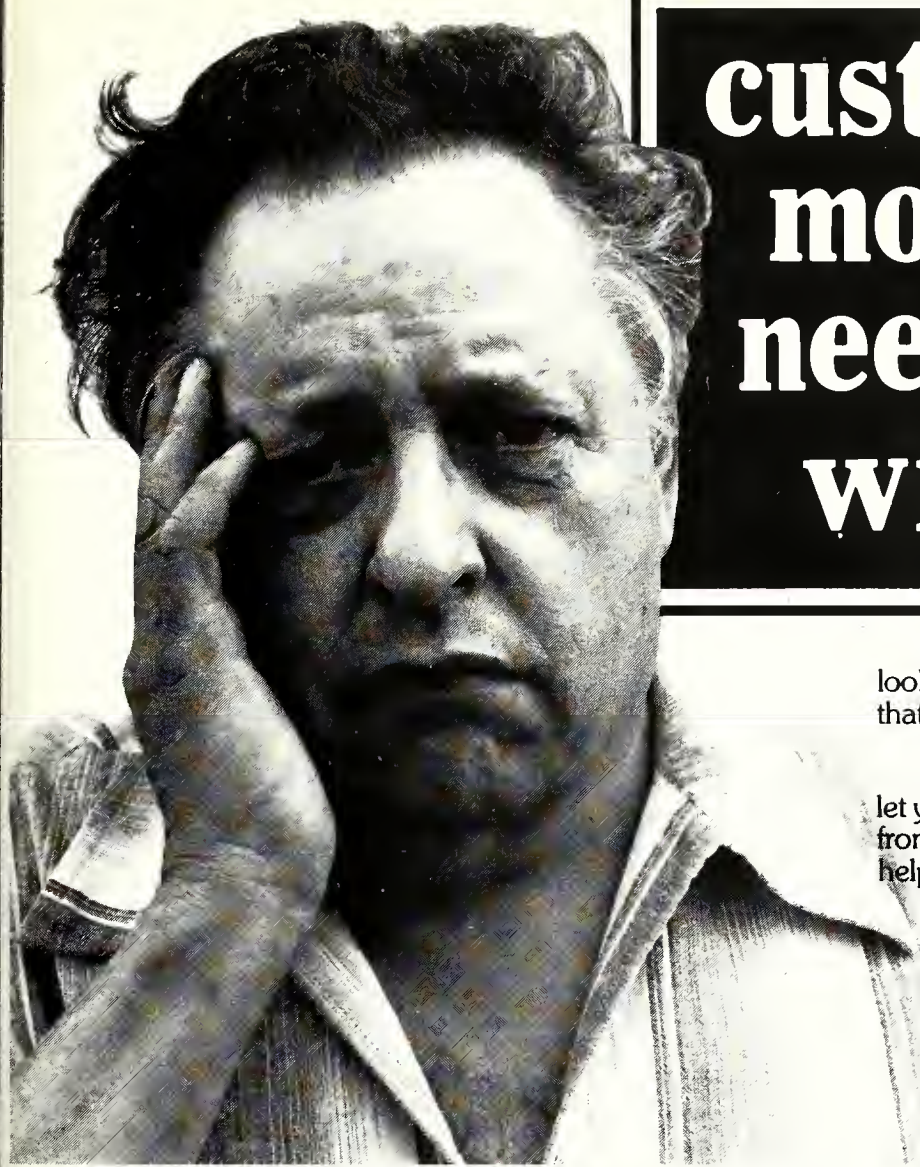
Please invoice _____ insertions _____

PLEASE PRINT _____

Name _____

Address _____

Phone _____ Date _____ Signed _____



customers with mouth ulcers need chemists with Medijel

If a customer is suffering with a mouth ulcer, he'll be looking for quick relief from pain and he wants something that will help to promote rapid healing.

In other words, he wants soft, soothing Medijel. So display Medijel gel on your counter, and let your customers help themselves to fast relief from sore mouths and mouth ulcers. You'll be helping yourself at the same time.

Medijel

Soothing gel now on GSL.
Also available in soft pastilles.

Dendron Limited, 94 Rickmansworth Road,
Watford, Herts. WD1 7JJ. Tel. (0923) 29251.



The most attractive and compact way to introduce your patients to a total soft contact lens after-care system.

Order its contents, and we give you the dispenser and a supply of soft lens after-care leaflets completely free of charge.
Your patients get the most effective and safe range of soft lens-care products which current technology permits.
You get a neat and convenient means of introducing them.



Barnes-Hind Barnes Hind Limited, Isis Trading Estate,
Stratton Road, Swindon, Wiltshire, SN1 2PQ
Telephone: 0793 26591

The Triangle Trust helps people of the Pharmaceutical Industry

The Triangle Trust 1949 Fund is an independent charitable trust administered by a Board of Trustees. Its primary aim is the relief of hardship or distress in the case of people and their dependents employed, or formerly employed in the pharmaceutical industry in Great Britain and the British Commonwealth. Such relief may include assistance with the educational expenses of children.

The Trustees are also prepared to consider applications for financial assistance, beyond the scope of an employer's responsibilities, with education or training in general subjects, including music and the arts.

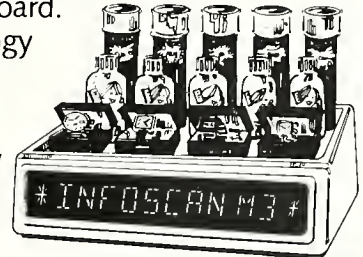
For additional information, or to apply for assistance, write to:
The Secretary, Dept CD, The Triangle Trust 1949 Fund,
Clarges House, 6-12 Clarges Street, London W1Y 8DH.

PRICE CHECKOUT

Infoscan:
Ensuring your customers
get your message

- * Continuously displays any moving message of your choice.
- * Lowest cost moving message machine available.
- * FREE custom-made display housing with all orders received by end September '81.
- * Price: £149 incl. VAT. Substantial quantity discounts available.
- * Minimum shelf space. Maximum sales effect.
- * Easy to use. Individual keyboard. Reliable solid state technology (no moving parts).
- * Widely used by hotels, grocers, restaurants, airlines, estate agents and at any locations requiring essential point of sale information.

**SPECIAL
OFFER PRICE**
£99
inc. VAT
One only per customer.



For further information, call us today on 01-499 2476 or write for our free leaflet. Customers ordering by mail, please add £4.00 p&p and insurance.

Name _____
Address _____
Tel. _____

Answercall
23 Mount Street
LONDON
W1Y 5RB
CD3

Power to your Profits.

Our new Power Pack promotion is just one more reason why you should stock up on Duracell, the long lasting battery. This promotion offers your customers a valuable book of 23 vouchers totalling £55 against top quality goods from the famous manufacturers listed below.

All they have to do is buy Duracell. All you have to do is stock Duracell. (The vouchers are redeemed by the manufacturers, so you don't have to do a thing.)

We're running consumer advertising in the national press all through August announcing the Power Pack Promotion featuring an on-page coupon.

Of course, that's in addition to our on-going heavy network TV campaign – twice as big as the nearest competitor's.

We keep our advertising and promotions going strong all year long, spending over £1¼ million a year, constantly adding new commercials and new promotions to keep your profits as long-lasting as our batteries.

More information? Ring or write:
Duracell Sales Office, Duracell UK,
Duracell House, Gatwick Road, Crawley, Sussex.
Telephone: Crawley (0293) 512021.

DURACELL®
No ordinary battery
looks like it or lasts
like it. Or makes
money like it.



GRUNDIG · PHILIPS · SUN PAK
TOWER · INVICTA · CLAIROL

RUSSELL HOBBS · ACCTIM · ZEISS
KRUPS · TEFAL · PIFCO · COSINA